Board of Trade Journal

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Front cover photograph

HE Sir Archibald Ross, KCMG, British Ambassador to Sweden and Lady Ross, stepping out briskly in the cause of British trade promotion wearing, respectively a brown Inverness cape of Harris tweed, and a topcoat of cherry red British wool cloth. The photograph was taken outside the new embassy building in Stockholm, and was used on the front cover of a British wool cloth magazine which is circulated to 10,000 clothing manufacturers and retailers in Sweden. British wool products are one of our largest exports to the Swedish market, earning £5¼ million a year.

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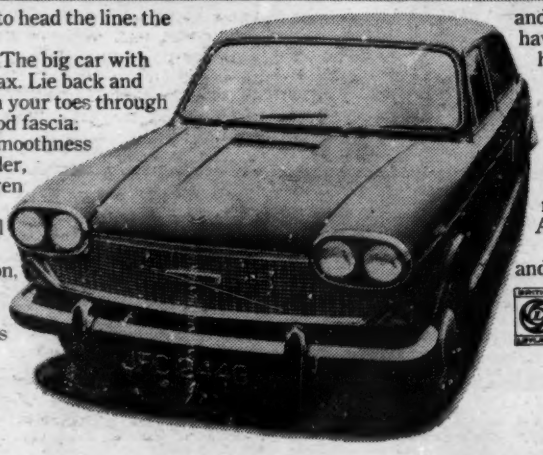

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Birmingham Chamber of Commerce into the seventies with a new zest

By Robert C. Booth, CBE, TD, LLB, Director, Birmingham Chamber of Commerce and Industry

Previous articles in this series: London, August 9; Leeds, September 6; Glasgow, October 25; Westminster, November 22

IT IS AN OPEN SECRET that a great deal is now being done to bring British Chambers of Commerce into the 1970s with a new zest and a fundamentally new approach to the problems and requirements of their member companies.

It is the job of British Chambers to seek out and provide for their members' many and varied needs for service, from advice and assistance with day-to-day problems to providing an effective sounding-board for the views of local industry and commerce on any matters of taxation, business law, local or national policy which affect their success and profitability. It is fundamental to the new approach now being implemented among Chambers that companies' needs for efficient local service and advice are not essentially different whether they are headquartered in Birmingham or Blackburn, London or Lanark. Chambers of Commerce, with their unique position in their localities and regions, are especially well poised to provide this service.

Birmingham Chamber of Commerce and Industry provides a regional headquarters for Chambers throughout the West Midlands. The nine independent Chambers within the Midlands Group are to the fore in setting new standards of service to members and in providing a model for strong regional inter-chamber organization, the cornerstone of the rethinking now taking place within the movement.

Closest involvement with member companies

The effectiveness of the service any organization can offer its members must to some extent be proportionate to its ability to call on an expert and trained executive staff. But no Chamber can afford to set itself up as an 'ivory tower' organization with a bureaucratic life apart from the daily needs and problems of its member companies. I believe that any success which Birmingham Chamber of Commerce and Industry has achieved in recent years is largely due to its essentially close daily involvement with its members. On any weekday, upwards of 500 businessmen visit the Chamber's ARIBA award-winning headquarters in Edgbaston which was built and equipped in 1960 at a cost of some half a million pounds.

Some will be entertaining business guests in the elegant surroundings of the Birmingham Chamber of Commerce Club. Some will be holding their own company meetings in the conference accommodation in Chamber of Commerce House which is provided with full catering facilities. Some will be attending meetings convened by the Chamber, possibly one of its expert committees on, for instance, tax and law, education, transport or industrial affairs. Some will be calling for advice on any one of hundreds of possible topics, from export documentation to the marking of goods, purchasing British Standards from the BSI sales office, obtaining translations, consulting the Chamber's 6,000-volume commercial library or using the Chamber's group telex service. Many will have business with one or other of the organizations which rent office accommodation in Chamber of Commerce House from the Export Credits Guarantee Department, Birmingham Productivity Association and the Ports of London and Liverpool, to a wide cross-section of commercial, professional and financial companies. Some visitors will be businessmen from overseas calling on the Chamber for advice and information on Midlands commerce and industry.

Over 500 Midlands businessmen visit the Birmingham Chamber's headquarters every weekday.

If, however, one had to indicate which aspect of the Chamber's work characterized most closely the high degree of day-to-day involvement between the Chamber and its members, the answer would inevitably be the Chamber's export promotion work. In 1960 and the years immediately afterwards, the Chamber formed nine overseas sections covering the world by geographic marketing areas. Member companies are entitled without extra charge to belong to one or all of the overseas sections. They elect an executive committee, generally comprising manufacturer, banker and export house members to be responsible for the Chamber's programme of export promotion in each section's special marketing area. The staff of the Chamber's overseas department implement the decisions of the nine executive committees and administer the various export activities which they sponsor.

Promoting exports

The end result has been to bring Birmingham Chamber of Commerce and Industry right into the export front line, playing a very different role from anything which the Chamber had undertaken before 1960. Possibly in its earlier, behind-the-lines and more defensive role, it had inevitably seen more of the problems than it did of the opportunities overseas. In a sense the Chamber's approach may now have swung towards the other extreme, but the new emphasis represents a much more healthy situation from the point of view of badly-needed increased exports. Indeed, it reflects a willingness on the part of Midlands industry generally to 'Venture and Prosper': in the words of the Chamber's own motto.

This is not something which has happened overnight. But one very substantial development which has involved the Chamber

(Continued on next page)

BIRMINGHAM CHAMBER OF COMMERCE, *continued*

more and more directly with the export salesmen has been the technique of hard selling missions to both major and lesser-known world markets. This type of selling mission, comprising a broad mix of companies and products, was pioneered by British Chambers from 1963 onwards. Their success in bringing home many millions of pounds worth of new export business influenced the Government's decision in 1965 to give financial support under the BNEC outward missions scheme. Overseas selling missions were an established part of the work of Birmingham Chamber of Commerce and Industry before Government financial support was voted. It had already become very clear that this technique of overseas selling – involving very many advantages for the export salesman who would otherwise be travelling as a lone 'visiting fireman' – had the fullest practical support from industry and commerce in the Midlands. Inevitably, however, the advent of the BNEC outward missions scheme has helped foster the growth of 'mission exporting' and has encouraged many other Chambers of Commerce and trade associations to undertake sponsorship.

Teaming with overseas commercial service

Collaboration with BNEC is only one way in which the Chamber helps to concentrate the maximum practical assistance to increased export sales by Midlands companies. We work very closely with the Board of Trade and the Central Office of Information – largely through their very effective Regional offices and especially so in the preparatory work essential to the success of our overseas missions. The British commercial posts overseas are in continual touch, and the Chamber is almost invariably a port of call for commercial officers home on leave when the opportunity is taken to sound them on the latest state of play in the territories for which they are responsible. In 1967 51 commercial officers visited the Chamber and gave no less than 489 private interviews to representatives of member companies anxious to discuss their overseas business in the officers' particular markets.

It is the Chamber's experience that the quality and drive of the British commercial staff overseas is continuously improving and that the service they provide is now second to none. Manufacturers do however need to ensure that they are using the overseas posts in the most effective way possible and the chamber plays its own part in ensuring that they do. In 1960, when the first of the Chamber's export sections was formed, the Chamber's executive staff handled some 28,000 formal export inquiries from members and overseas companies. In 1967 the number of inquiries had grown to no less than 66,000. A major strength of the Chamber's export work is its ability to digest and process its members' needs for information for selling agents overseas or for export market research in such a way as to ensure that the posts overseas can act quickly and produce answers without protracted reference back to the British companies concerned.

Every member company of the Chamber's overseas sections receives the chamber's *Export Bulletin* each month. The bulletin summarizes latest economic developments overseas, changes in foreign tariffs and customs formalities, business opportunities uncovered during the month and latest activities in the Chamber's nine sections. Details of up to 900 business opportunities notified in the bulletin are requested by member companies from the Chamber each year. With the Chamber's monthly Journal, *Midlands Industry and Commerce*, the Bulletin provides another very effective means of spreading the export message. *Midland Industry and Commerce* is also circulated to a lengthy mailing list of overseas buyers, as is a special four-language trades directory of West Midlands industry published by the Chamber every two years. Each of the sections arranges a continuing programme of meetings, conferences and informal gatherings to publicise opportunities in particular markets, to give help and guidance and to make known latest techniques in export promotion, finance and marketing.

Urgent response to devaluation

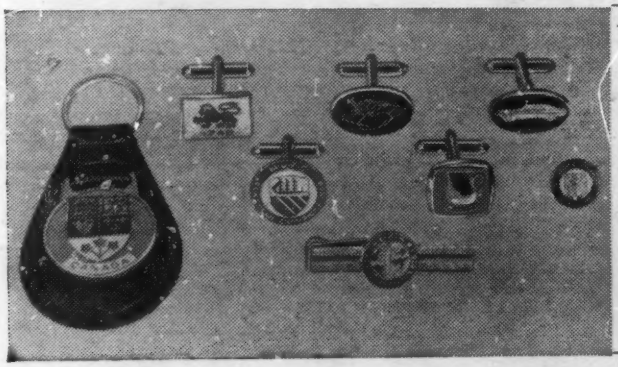
Devaluation last year made its own very considerable impact on the Chamber's work. The Chamber and members were quick to spot the new opportunities which devaluation created for profitable overseas marketing, especially in the ultra-competitive markets of West Europe and North America. On the Monday following the week-end of the devaluation announcement, one of those rare days when all the executives of the Chamber's overseas department were home in Birmingham instead of out and about in foreign markets, the Chamber decided it must do everything possible to enable member companies to travel overseas with maximum help to take

Birmingham Chamber of Commerce Venezuelan venture

THE BIRMINGHAM Chamber of Commerce and Industry are making preparations for a special selling group sponsored by the British National Export Council, to visit Venezuela between April 11-19, 1969. The Chamber say that this hard-selling, 'commando' style operation, follows the proven-successful pattern established by them in a number of overseas markets, and it will appeal mainly to experienced exporters who already have established contacts in Venezuela.

The best possibilities of development in this boom market are offered to industrial groups connected with the following: chemicals, dyes, basic plastics; water treatment and sewage equipment (industrial and municipal); construction machinery (particularly United States subsidiaries in the United Kingdom); medical, hospital and scientific equipment; plant machinery (textiles, metal working, food processing, car parts, paper and graphic arts); prime materials such as steel, coke, malt; tractors, agricultural machinery and implements; and, of course, in a country living almost entirely on oil, petrochemical equipment and accessories (including pumps and valves).

In sending this selling group to Venezuela, the Birmingham Chamber of Commerce is tackling one of the three Latin American countries singled out by BNEC and the Board of Trade as priority areas. So far as the other two markets – namely, Argentina and Brazil – are concerned, the Birmingham Chamber has already announced its plans for a selling mission to visit both countries in May 1969.



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advantage of the immediate opportunities presented by devaluation. It was agreed that the Chamber would step up substantially its programme of hard-sell missions. In addition to the 10 operations which had then already been planned for 1968, a further six of 10 'export commandos' would be launched in 1968 and early 1969. Targets for 'export commandos' have so far included Düsseldorf, Johannesburg, Stockholm, Tokyo, Nairobi and Toronto. So far in 1968 the Chamber's overseas missions and export commandos have brought home firm orders worth £1,099, 988 and the promise of follow-up business during the 12 months after disbandment to a total of £11,575,675.

Broadening contacts with Europe

It is the responsibility of the president and officers of the Chamber to see that the voice of local industry and commerce is heard wherever it will have most effect.

The Chamber has, for instance, consistently advocated closer economic ties with Europe involving eventual United Kingdom membership of the Common Market. The successful outcome last year of the Kennedy Round of trade negotiations in GATT did help to soften disappointment at Britain's continued exclusion. British chambers have however been all the more anxious to keep open their lines of communication with continental chambers through their own inter-Community organizations. This has been of considerable help at a time when otherwise there would have been a real danger of losing contact and, consequently, losing impetus towards greater United Kingdom involvement in Europe.

Birmingham Chamber has played its own part in this. This autumn the Chamber sent a selling group to Milan, which returned with very encouraging reports of business in prospect and with high praise for the outstanding quality of the commercial team at the Milan Consulate-General. In the same period of only a few weeks, the Chamber was also host in Birmingham to HE the German Ambassador in London, to the Governor of the Province of Liege, to the President and Secretaries of the Madrid Chambers of Commerce and Industry and to the Vice-President of the Austrian Federal Economic Chamber.

The Chamber's mission in 1967 and 1968 to Yugoslavia and Rumania led by Mr. Frank Cole, first as Vice-President and then as President of the Chamber, did a great deal too which helped to spread the message among British industry of the wider opportunities now open in East Europe. The reports of these two missions secured a lot of public attention for their pleas for a deeper and more sustained marketing attack on the planned economy countries.

Policy sounding board

I have deliberately stressed in this article the scale and extent of the Chamber's export promotion work because this is something of major interest to readers of the *Board of Trade Journal*. It is in fact only one aspect – though clearly a specially important aspect of what the Chamber does. This brief picture of the Chamber would nevertheless be quite incomplete without some reference to its policy work in the fields of taxation, transport, law and education, for instance, and as a sounding-board for the views of industry and commerce on local and national issues.

Perhaps this would not be the place in which to deal at length with those sides of the Chamber's work in which it has views at variance with policies pursued by the Government. It is fully acceptable to the Chamber and, I believe, to Government departments, that we should find ourselves working as one team in the vital need to push exports and, perhaps at the same time, operating on different sides of the fence in other matters. This is so on such questions as the restriction of industrial development in the Midlands through the IDC procedures, the seriously adverse effects of the 1965 legislation on the close company taxation of family businesses, the hard core of Midlands industry, and on the future

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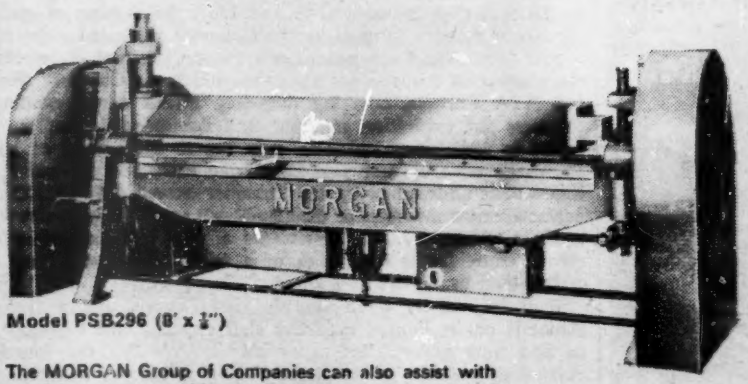

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structure of United Kingdom taxation generally. Any business community as significantly involved as Birmingham is in the push for increased exports must be concerned too with its capacity to supply, with productive efficiency and with its delivery situation. So often a successful export salesman returns to Britain only to find he then has to 'sell' his orders to an over-extended factory. Government has a special role to play in adopting economic and fiscal policies which will encourage companies to maintain and improve their capacity to [illegible], and it is the Chamber's job to promote the governmen[illegible]es which will make this possible.

Efficient transport l[illegible]

Effective export sel[illegible]nd efficient delivery schedules inevitably involve too the whole network of home and overseas transport links, both passenger and freight, to and from the Midlands. The Chamber's Transport Committee has involved itself with the latest techniques of containerization, through transport to overseas destinations and rail improvements. In the air transport field, it is working closely with the local authority to encourage the growth of Elmdon Airport, the further improvement of its facilities to cater for increased demand and the fostering of additional direct passenger and freight services. Demand for services from Elmdon is inevitably affected by Birmingham's relative proximity to Heathrow, but with both increasing congestion there and heavier local demands centred on Birmingham, the Chamber looks to Elmdon as a Midlands Airport for the '70's. In the difficult built-up period, the Chamber has a major job to do in helping to encourage both additional services and additional passenger and freight utilization.

Education strategy

The Chamber's Education Committee has recently been undertaking a major consideration of the whole national strategy of education as it affects business and industry. This long-term study is going hand-in-hand with more immediate consideration of the need for improved commercial and clerical training. Birmingham Chamber also took the lead in 1964 in promoting the Chambers of Commerce scheme for oral foreign language examinations for businessmen, now widely recognized by companies as an effective yardstick to measure the value of their foreign language training and the competence of their staff who undergo such training. In Birmingham alone over 2,300 candidates from local companies and colleges of further education have applied for examinations since 1964.

Ever increasing demands for service

This is characteristic of the increasing demand for the Chamber's services from local industry and commerce. I have already referred to the fact that, between 1960 and 1967, the number of inquiries on export matters handled by the Chamber increased from 28,000 a year to 66,000. Each year sees a growth of some 7 per cent in the number of requests for assistance which the Chamber receives. 198 ATA Carnets, covering duty-free transit across continental frontiers for exhibition material and commercial samples, were issued in 1967 compared with only 118 in 1966. Sales of British Standards were up last year by 30 per cent, and the number of translations undertaken by the Chamber exceeded 10,000. 75 companies are now members of the Chamber's group telex service whose traffic rate exceeds 25,000 messages a year. The companies concerned enjoy the full facilities of a telex service at a basic cost of less than 6s. a week.

With its activity on a sharply rising curve, and with heavy demands on its limited executive staff capacity, the Chamber has to find time nevertheless to review its role for the future. A number of possibilities are already being considered to extend and improve the Chamber's service to its members and to increase the number of its members. There can be little doubt that a few pounds each year paid as a subscription to a local Chamber of Commerce is one of the most productive investments a company can make, especially if the company determines at the same time to make best use of its investment. Birmingham Chamber's brochure aimed at potential members makes little play with the need for local loyalty. The title of the brochure is simple and to the point – 'What's in it for you?'

National Film Finance Corporation: re-appointments

THE BOARD OF TRADE announce that, pending Government decisions regarding future films legislation, they have re-appointed Sir Hilary Scott as chairman, Mr. R. A. Clark, Sir Ernest Goodale, Mr. D. V. House and Sir Leslie Robinson, as members of the Board, and Mr. John Terry as managing director of the National Film Finance Corporation until June 30, 1969. Mr. W. J. Arris, for health reasons, has been unable to accept re-appointment.

Note:

The National Film Fisance Corporation was set up in 1949 to make loans to the British film industry for the financing of film production.

A review of all films legislation has recently been made and Government decisions are awaited.

Appointment to the Textile Council

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. H. C. Kershaw to be a member of the Textile Council.

Note:

Mr. Kershaw has been a trade union official since 1936 when he became a member of the Colne Weavers' Association District Committee. In 1947 he was appointed an assistant secretary of the Amalgamated Weavers' Association, and following the retirement of Lord Wright in October this year, he was elected general secretary to the association. In 1968 Mr. Kershaw was also elected secretary of the Northern Counties Textile Trades Federation.

The appointment of Mr. Kershaw to the Textile Council is in the first instance for the period up to March 31, 1969 when the current year's appointments expires. He is taking the place of Lord Wright, who retired in October, as a trades union member of the Council.

The Textile Council is the Development Council for a wide sector of the British textile industry, which includes, in addition to that part of the industry previously covered by the Cotton Board, the production of man-made fibres, the processing and throwing of man-made fibre and silk yarn, and warp knitting. The Council consists of eight employer members, six trades union members, and three independents, one of whom must be the chairman.

Performing Right Tribunal

THE LORD CHANCELLOR announced that he has appointed Mr. Peter Foster QC to succeed Mr. Walter Raeburn QC, as chairman of the Performing Right Tribunal from January 5, 1969.

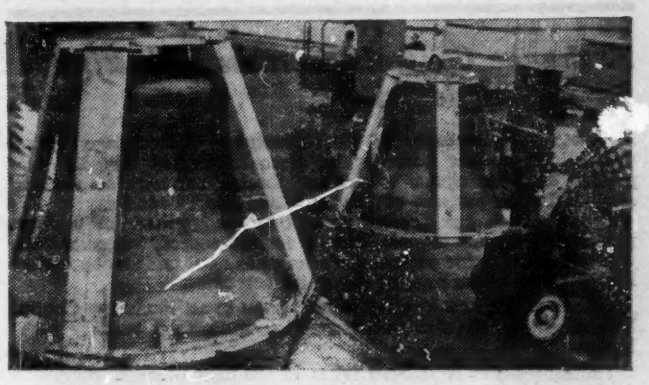
Mr. Frank Wood to head Ministry of Posts and Telecommunications

THE PRIME MINISTER, with the agreement of the Postmaster General and the President of the Board of Trade, has approved the appointment of Mr. Frank Wood, at present a Second Secretary in the Board of Trade to be Secretary (Designate) of the Ministry of Posts and Telecommunications, which is to be set up on the vesting day of the New Post Office Corporation.

Note:

The Secretary, Ministry of Posts and Telecommunications, who will be the head of the new department, is paid at Deputy Secretary level; Mr. Wood's salary will therefore remain at £6,300.

Mr. F. Wood, CB, who is 55, was educated at Swindon College. Joined Exchequer and Audit Department as Assistant Auditor, 1932. Air Ministry, Assistant Principal, 1938; Principal, 1941; Private Secretary to Secretary of State for Air, 1946. Ministry of Defence, Private Secretary to Minister, 1947; Assistant Secretary, 1947. Air Ministry, Assistant Under-Secretary of State, 1955; Deputy Under-Secretary of State 1960. Ministry of Defence, 1961. Ministry of Aviation, 1965. Board of Trade, Second Secretary, since 1966.



Part of a consignment of a carillon of 49 bells manufactured by the John Taylor Bell Foundry of Loughborough is unloaded at the Seattle docks en route to the Cathedral of St. John the Evangelist in Spokane, Washington. The bells were assembled into clusters in time to ring in Christmas, and will form one of the few carillons to be found outside Europe.

'Devaluation helps British exports to Australia'

DEVALUATION HAS helped to boost British exports to Australia. This is the conclusion of a report on the Australian market published by the London Chamber of Commerce following the visit of a Chamber trade mission, led by Mr. Jeffrey Hamm, deputy chairman of the Chamber, to Australia from October 14 to November 6 this year.

The report says that following the rapid development of Australia every country is trying to get into the market. Over the past 10 years Britain's share of the market has fallen from 41 per cent to 24 per cent and she has been replaced by the United States as Australia's leading supplier. During the same period Japan's share has grown from 1.9 per cent to 9.7 per cent. At the same time Japan has replaced Britain as Australia's leading customer.

With the fierce overseas competition and Australia's own protective tariff system it is now one of the most competitive and fastest-growing markets in the world. However, since devaluation Britain's export performance has improved considerably. During the first 10 months of 1968 British exports went up from £222.8 million in 1967 to £266.7 million, the increase being largely in chemicals, textiles, metals and metal manufactures, non-electrical machinery, in particular office machinery, machine tools and mining equipment, electrical machinery, vehicles and whisky.

The report urges British industry to visit Australia as regularly as possible and to consider the possibilities of 'joint ventures' with Australian firms. Given sufficient market research and service, British goods of every kind, subject to considerations of the size of the market, freight costs and Australian protective tariffs, will sell in Australia.

Building materials mission to Caribbean

A SALES MISSION to the Caribbean is currently being organized by the Building Materials Export Group. Dates have not yet been fixed but it will probably take place during May or June next year.

As a first step, firms interested are asked to send in their names to BMEG, Suite 18, Chantrey House, Eccleston Street, London, S.W.1, as early as possible with a note of the products which they manufacture. The list of products will then be considered in the light of conditions prevailing in the countries likely to be visited (Bahamas, Jamaica, Puerto Rico, Trinidad, Guyana and Barbados) and companies will be informed whether or not there is potential for their products. The reason for this exercise is that import licences are required in the majority of these countries and the importation of certain products is, in some cases, restricted.

The next step will be to hold a meeting of interested companies, at which an assessment of costs will be given and an itinerary decided upon. Financial assistance by way of up to 50 per cent rebate on return air fares, internal travel and subsistence allowances will be available for companies taking part.

Exchange Control: overseas borrowing for import deposits

HM TREASURY announce that from December 18, Exchange Control permission will not normally be given to United Kingdom importers or their agents to borrow foreign currency or external sterling for the purpose of payments of import deposits.

Specific Exchange Control consent is not required for a direct payment of import deposits from a foreign source, but permission will not be given for payment of interest to non-residents by United Kingdom importers or their agents in such cases.

Details of the new regulations are given in an Exchange Control Notice sent by the Bank of England to authorized banks.

Note:

These measures have been taken in the light of experience with the operation of the Import Deposits Scheme. In view of the need to avoid dislocation at the docks in the early stages, banks in the United Kingdom have initially been given some latitude in granting credit to importers. At the same time consent to applications for foreign borrowing has generally been granted by the Bank of England. Overseas financing brings an immediate benefit to the reserves, but this is reversed after a period. It has, therefore, been decided to limit the scope for such financing in order to reinforce the principal effects of the Scheme.

UK imports of cheddar cheese

IN A WRITTEN reply to a question, in the House of Commons on December 17, asking whether a statement could be made on the outcome of negotiations on exports of cheddar cheese to the United Kingdom, Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, said: 'As I explained in reply to a question on November 6, I decided to extend to March 31, 1970 the proposed period of restraint on exports of cheddar and cheddar-type cheese to our market. I regret, however, that although a substantial measure of co-operation has been forthcoming, it has not yet been possible to obtain the agreement of all principal suppliers to the necessary limitation of sendings. Meanwhile the National Farmers' Unions and the Milk Marketing Boards submitted yesterday to the President of the Board of Trade an application for the imposition of anti-dumping or countervailing duties on certain imported cheese. The President has told me that the application will be considered as speedily as possible.'

Note:

The Government's original request to overseas Governments for restriction of exports of cheddar and cheddar-type cheese to the United Kingdom market was announced on August 7. The original request sought a limitation of the tonnage of cheddar and cheddar-type cheese sent to the United Kingdom in the period up to March 31, 1969 with the object of bringing stocks of cheese by that date to a more normal level. The shortness of the period of restraint made this objective difficult to achieve because of the amount of cheese already sent to the United Kingdom by the time of the request and because of forward commitments by suppliers. It was in these circumstances that the Minister announced on November 6 that he had lengthened the proposed period of restraint to March 31, 1970.

United Kingdom cheddar production, which provides about 45 per cent of total supplies to the home market, was 117,700 tons in 1967/68. In 1962/63 production was 108,800 tons, and since then the level of consumption has risen by about 18,000 tons.

The remaining 55 per cent of United Kingdom cheddar supplies is imported. Between 1962/63 and 1967/68 the volume of imports rose from 114,900 tons to 134,400 tons, an increase of 19,500 tons compared with an increase of 9,000 tons in home production over the same period. Much the largest overseas supplier is New Zealand, and the other main suppliers are the Irish Republic, Canada and Australia. Other countries from which supplies have been coming include the Netherlands, France, Norway and Denmark.

There has been no significant change recently in the first-hand price of cheddar cheese. The basic New Zealand first-hand price remains at 226s. per cwt. The average first-hand price of home-produced cheddar remains at 290s. per cwt.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country, or agents of Commonwealth manufacturers who consider they are or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Tempoary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 10, 1969.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Butylquinoline, mixed isomers.	Pyralone B.N. . .	December 31, 1969	13228
	Oxyphenizatin diacetate .	Isacene 3, 3-Bis (p-acetoxyphenyl)-oxindole.	December 31, 1969	13241

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following two proposed mergers to the Monopolies Commission under the provisions of that Act;

(1) Ferranti Ltd. and Smith Meters Ltd.
(subsidiary of United Gas Industries Ltd.)
(2) Butlin's Ltd. and Phonographic Co. Ltd.

Purchase Tax: drugs and medicines

THE COMMISSIONERS and Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963, entitled the Purchase Tax (No. 5) Direction, 1968, which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from December 18, 1968, is to make the following additions and extensions to the entries contained in the Schedule to the Purchase Tax (No. 2) Order 1968.

The additions

To Head II of the Schedule

Nifuratel;

3,5-Dinitro-*N*-(5-nitrofurfurylideneamino)salicylamide mixed with polysorbate 80;

To Head III of the Schedule

*N*⁴-Acetyl-4'-nitrophenylsulphanilamide with dibutyltin dilaurate and with N,N'-di-(3-nitrobenzenesulphonyl) ethylenediamine prepared for veterinary use;

The extensions

In Head II the entry relating to 'Cetyldimethylbenzylammonium chloride mixed with . . .' is amended as follows:

'Cetyldimethylbenzylammonium chloride mixed with one of the following substances, that is to say, amethocaine hydrochloride, procaine or choline salicylate;'

In Head III sub-paragraph (d) of the entry relating to 'any antimicrobial substance being: . . .' is amended as follows:

'(d) any substance within paragraph (a), (b) or (c) above with one or more of the following substances, that is to say, cobalt salts, *NN'*-di-(4-amino-2-methyl-6-quinolyl)urea hydrochloride, *p*-hydroxybenzoic esters, kaolin, quaternary ammonium bactericides, salicyl alcohol, cloponone and myralact:'

The Treasury will in due course be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

Visits by British overseas commercial representatives during the period to March 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

CANADA (Toronto)	A. H. SPIRE British Trade Commissioner	February	In present post since 1966
Available for two weeks only in Stoke, Warrington and Birmingham areas.			
CEYLON (Colombo)	P. J. GEORGE First Secretary (Commercial)	March/April	In present post since 1967
GERMANY (Hamburg)	L. W. V. RAYBOULD Vice-Consul (Commercial)	March	In present post since 1968
IRAN (Tehran)	S. PRINCE Second Secretary (Commercial)	March/April	In present post since 1967
PAKISTAN (West) (Lahore)	E. J. FREEMAN First Secetary (Commercial and Economic)	February/March 1969	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page 1447 of the *Board of Trade Journal* of November 22, 1968.) Those firms and organizations other than in the Eastern Region and the London and South Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

NBPI report on retail profits in furniture, electrical appliances and footwear

ON DECEMBER 17 the National Board for Prices and Incomes published its report on distributors' costs and margins in three important sectors of the distributive trades, furniture, domestic electrical appliances and footwear. Based on an investigation lasting 16 months, the report contains a great deal of detailed and valuable information, much of it not previously available about pricing policies, trading methods and profitability in different types of retail outlet.

The report's most important conclusion is that in general retailers of these products are not making large profits at the expense of the consumer. It was found that the average gross margin realized in all three trades was in the region of 30 per cent and that the net margin or profit averages less than 10 per cent on turnover. Mail order houses, however, were found to be earning a significantly higher rate of return on capital employed than the specialist retailers, and the Board suggest that it would be possible for them to make price reductions without reducing the rate of return on capital employed below the general level – about 16 per cent – for distribution as a whole. They recommend that the Government should consider this point if the mail order firm's share of the retail market – at present about 5 per cent – grows significantly larger.

The report also suggests that retailers of furniture and footwear should establish closer relationships with manufacturers, possibly providing them with expert assistance and finance and, by means of bulk purchasing and long term contracts, inducing them to specialize in the production of particular types of furniture and footwear for promotion under the retailer's brand name.

Three further recommendations are made:

(i) that there is a need for better training of retail management through the newly-established industrial training Board for the Distributive Trades;

(ii) that the present statutory restrictions on shop hours should be relaxed or abolished in order to permit more effective competition and more profitable use of shop premises;

(iii) that planning authorities should be more ready to permit the development of new shopping areas or large isolated shops outside traditional shopping areas.

The whole report is now being studied by the Departments concerned. Copies (NBPI Report No. 97: Distributors' costs and margins on Furniture, Domestic Electrical Appliances and Footwear, Cmnd. 3858) may be obtained from HMSO, price 8s. 6d.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

New industry for Llandybie

THE BOARD OF TRADE have allocated their advance factory at Llandybie, Ammanford, Carms., to Morgan Marine Limited of Walton-on-Thames and Winchester.

Morgan Marine are engineers in glass fibre reinforced plastics and manufacture a range of specialist equipment principally for the anti-corrosion industries. At Llandybie the company will be extending their manufacturing facilities and will be producing a range of small boats. The company exports its products extensively and the factory will be producing equipment for a jetty in Norway and equipment for attachment to the hulls of ships built in Japan and in Europe. A number of items of equipment that are used by Gas Boards for housing their meters and electrical equipment will also be made at the factory.

The company's products are fitted to many of the large tankers which use Milford Haven, Cork and Bantry Bay, and servicing of this equipment will also be carried out from Llandybie. The firm will be exhibiting their equipment in a Trade Show to be held in Athens next June. It is intended to train workers, principally men, into techniques of resin/glass fibre lamination and it is planned to employ 40 people within the next two years. Expansion at the present rate of the company, which will be concentrated at Llandybie, should mean a doubling of this number in the two years.

Notes:

The Advance Factory was authorized in November 1964 and was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government Advance Factories have been authorized for Wales since speculative building recommenced in November 1964.

Thirty of these factories have been completed or construction is nearing completion; nine of these are at early stages of construction and two are still in the preliminary planning stage.

Including the Llandybie factory, 25 factories have now been let.

Klinger Manufacturing Co. Ltd. take over another factory in Northern Ireland

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, announced on December 17 that the Klinger Manufacturing Co. Ltd. is to reoccupy a 72,000 sq. ft. factory at Larne, Co. Antrim. Mr. Faulkner said: 'The Klinger Company, since it began operations at Ballymena just five years ago, has made a significant contribution to the employment position in the area. Its growth rate has been very impressive and I welcome the company's decision to expand its activities at Larne.'

The company, which is engaged in synthetic yarn texturizing, textile machine building and hosiery and knitwear, established a plant at Ballymena in December 1963 for the bulking and dyeing of synthetic yarns and took over the Larne advance factory in 1964. The following year it vacated these premises and concentrated its activities in Ballymena where extensions took place in 1965 and 1967. The total factory space which will be occupied in Ballymena when present expansions are completed will come to over 160,000 sq. ft. which is more than five times its original size. It is expected that the combined labour force at Ballymena and Larne will be almost 1,100 by 1971, and of these 860 will be men.

New firm for West Lothian

SHIELDNESS PRODUCE LTD., which provides a pre-peeled potatoes service to the catering industry, is to move into a new factory in West Lothian. The firm has operated for the last six years from premises at Aberlady in East Lothian, but shortage of space and limited planning permission for future developments have forced the company to find a new location.

In addition to requiring a readily available pool of labour, the company needed a site which is near to raw potato supplies, and is also convenient to their existing outlets in Central Scotland. They eventually decided upon Carriden Industrial Estate in Bo'ness, and are to rent a 16,000 sq. ft. factory which is to be built for them by West Lothian County Council.

From November 23 to December 7 a group of British industrial correspondents, accompanied by Peter Pralle, executive secretary of CECAN, toured Canada to gain first hand knowledge of the country's potential as an export market. One of the main projects visited was the Nelson River Hydro Development at Kettle Rapids, 450 miles north of Winnipeg. Pictured above on arrival are: Mr. Ian Hamilton Fazey of the Birmingham Post, Mr. Brian Hammond of The Director, Mr. Brian Moynahan of The Sunday Times Business News, and Mr. John Edwards of the Yorkshire Post. Others in the party included Mr. John Palmer of The Guardian, and Mr. William Martin of The Glasgow Herald.

THE PATENT OFFICE

A four-page illustrated inset on the work of the Patent Office will be published next week.

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Cockles fished off the Dutch Coast are packed in Bristol for world-wide sale and cleaned by a number of processes before the final stage of the washing process is carried out by passing the cockle meat twice through a 48 in. Pennsalt Vibroscreen before packing into jars. Pennsalt Vibroscreens are suitable for a wide variety of separation and classification operations in industry as varied as paper making, chemicals, food manufacture and waste disposal.

Aviation and Shipping

Room for energy, enterprise and ideas in Britain's independent airlines

— Mr. William Rodgers

SPEAKING ON the future for Britain's independent airlines at the luncheon of the National Joint Industrial Council for Civil Aviation in London on December 19, Mr. William Rodgers, Minister of State, Board of Trade, said there had been growing interest in the likely contents of the Edwards Report, and Sir Ronald Edwards was aiming to present the report at the earliest possible moment. 'In the meantime,' said Mr. Rodgers, 'we would prefer to see the balance within the civil aviation industry maintained. We do not want any existing airline to cease flying.'

Continuing, he said that even if the Government possessed the powers, it would be irresponsible to intervene on an *ad hoc* basis and to prop up commercial failure. The independent airlines were operating within a statutory framework long familiar to them. The current economic environment provided certain additional difficulties but fluctuations in demand were the normal hazards of business as a whole. The government of the day had no special responsibility to the airlines to cushion them against changes in the market.

'When we received the Edwards Report we shall act upon it and make our decisions as fast as possible consistent with proper public discussion. We fully recognize the need to create a situation which will give a stability to the industry for a number of years ahead. We want no doctrinaire or narrow view of how this can best be done. We want a growing industry which can contribute fully to Britain's prosperity and serve the widest public interest.

'We do not help the industry by showing less confidence in the independents than they have in themselves,' he said. 'Speculation can be damaging. So also, can be the complaints of those who sturdily assert the virtues of independence at most times but noisily demand that the Government should come to the industry's rescue when difficulties occur. Of course there is room for argument about the structure of the industry and the terms under which it should operate. That is precisely why Sir Ronald Edwards is making his report. But I hope that no one will challenge the Government's good faith. It is time for the sniping to stop.'

The Minister went on to say that given good management – including good labour relations – and adequate financial resources there was no reason why the independents should not find a satisfactory future role. Careful market analysis, competitive selling, a realistic re-equipment programme, adequate provision for difficult winter months or a bad year, efficient staff management – all these were pre-conditions of continuing success. There was room for energy, enterprise and ideas, but none today for buccaneering. 'The evidence is there in the independent airlines which, despite all the present difficulties, are profitable and successful – one announced record results this week – and confident about the future.

'I was also pleased to see the other day Sir Anthony Milwards' pleas for an end to the fruitless "knocking" of the public sector. I am saddened by some of the inaccurate statements about the role and performance of the two corporations; and by snide remarks from some who should know better. We should be proud of their achievement as flag-carriers for Britain over a long period. They have a distinguished record. Let us rejoice in it. In the interests of the industry as a whole I heartily endorse Sir Anthony's call for truce in the more virulent aspects of the public versus private argument.'

The weather ship 'Orsino' leaving Hull last month to take up position north of Iceland. (*See November 29 issue, page 1467.*)

ECGD backs £1.1 million contract for cargo vessel for Liberia

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on December 16 covering the financing of a 14,920 tdw General Cargo Vessel for Liberia.

The contract, worth approximately £1.13 million is between Bartram & Sons Ltd. of Sunderland and Naxos Shipping Corporation in Liberia.

The loan, which is for approximately £0.9 million, is being made available by Hill Samuel & Co. Ltd. on behalf of Lloyds Bank Ltd. and National Provincial Bank Ltd. and is repayable over a period of eight years from date of delivery.

The Import Duties (Temporary Exemptions) (No. 6) Order, 1968

IN THE DETAILS of the Import Duties (Temporary Exemptions) (No. 6) Order, 1968 published in the *Board of Trade Journal* of December 20, the operative date should be amended to read January 1, 1969.

New decimal booklet delayed

PUBLICATION HAS BEEN delayed of the Decimal Currency Board booklet 'Points for businessmen' which was to have gone on sale in HMSO bookshops price 1s. on December 19. A revised publication date will be announced later.

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, DECEMBER 17

Exports of antiques

A Member asked for figures of exports of antiques and works of art in each of the last 10 years, together with a comparison of these figures with his estimate of total sales in each year. Mr. Edmund Dell, Minister of State, Board of Trade, said that no estimate could be made of total sales but figures of exports of works of art, collectors' pieces and antiques were given in Volume 1 of the Annual Statement of the Trade of the United Kingdom.

WEDNESDAY, DECEMBER 18

Californian grapes

Answering a Member who asked what consideration had been given to taking action against the dumping of Californian table grapes, Mr. Dell said action under the Customs Duties (Dumping and Subsidies) Acts, 1957 and 1968, was normally taken by the Board of Trade upon receipt from the British industry affected of an application, with supporting prima facie evidence, that the imports complained of were dumped and that the alleged dumping was causing or threatening material injury. No application had been received from British producers of grapes.

Import deposits

A Member asked if the President was aware of the adverse effect the levying of import deposits would have on the cork sections and slab manufacturing industry; and what action he proposed to take. Mr. Dell replied: 'I have given careful consideration to the representations I have already received about this from the hon. Member. I do not think that any further exemption from the Import Deposit Scheme would be justified in this instance.'

Answering questions on consultations with the Council of the European Free Trade Association about the Import Deposits Act, Mr. Dell referred to the statement made by the President during the Debate on the Customs (Import Deposits) Bill on December 3. The import deposits scheme was now being considered by the Official Council of EFTA. In particular the admissibility for EFTA tariff treatment of goods on which remission or refund of import deposit had been given was being considered by the Council as a matter of urgency and he hoped that it may be possible for them to reach a decision that week on this issue.

Imports of apples

Asked to state Government policy regarding the licensing of imports of apples grown overseas, Mr. Dell said licences were not required for imports of preserved apples from any source, or of fresh apples from the sterling area. Imports of fresh apples from non-sterling sources were restricted by quotas and require licences. These were allocated to importers on the basis of their imports in a past period of fresh apples and certain other fruit.

Parliamentary Answers on aviation and shipping

Below are Parliamentary Answers relating to the aviation and shipping industries.

TUESDAY, DECEMBER 17

Australian ban on charter aircraft

Mr. William Rodgers, Minister of State, Board of Trade, was asked to make representations to the Federal Government of Australia, with a view to lifting their ban on charter aircraft from England to Australia and back, in order to enable the many British people who wished to visit their relations on a short-term basis to do so. He replied that the Australian authorities had permitted charters for this purpose since last year. They had, however, set minimum charges and given the scheduled airlines preferential access to the business. Representations were made to the Australian authorities in favour of a freer policy some months ago.

Exports from Scottish ports

'We are most anxious to encourage the growth of exports from Scotland but I am satisfied that the existing shipping services are adequate,' said Mr. Rodgers, asked what measures were being taken to encourage and promote transport of exports from Scottish ports direct to overseas markets, and with what results.

WEDNESDAY, DECEMBER 18

Air traffic control

A Member asked for the current estimate of the final total capital cost of the combined Linesman and Mediator air defence and traffic control systems; and the total expenditure to date. Mr. Rodgers referred, as regards Linesman to the answer given by the Minister of Defence for Equipment in reply on December 9, (*Hansard* col. 58-59). 'As for Mediator, subject to the difficulty of separating the cost of the two elements of this integrated system the estimated total cost of the system (which is itself designed for both Ministry and Civil Air Traffic Control) will be of the order of £45 million of which £17 million has been committed to date,' he said.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

NEW BOOKS, *continued*

and Machlup on marginal analysis) to 1965 (Becker on a theory of the allocation of time and Lipsey on structural and deficient-demand unemployment). Their original publication took place for the most part in American and British economic journals, but two first appeared as contributions to a collective monograph, and one was published in a journal, *Advancement of Science*, not primarily directed at economists. In some cases, the text reproduced is an excerpt from a longer article. Several of the 12 readings in *Public Enterprise* incorporate amendments to the originally published text made by their authors. The aim of this selection is to provide some good examples of the application of economic analysis to problems of public enterprise. The first section contains four papers on the principles of optimal pricing and investment, the second discusses their application to electricity supply and tariffs, to water supply and to telephone service. The final section contains four case studies of performance, in postal services, coal, telephone service and state liquor monopolies. The 11 readings in *Regional Analysis* are concerned specifically with the economic aspects of regional science and especially with the techniques of regional economic analysis, to which Mr. Needleman in his introduction adds a discussion of the relationship between regional analysis and regional economic policy. Professor J. R. Meyer's *Regional Economics: a Survey*, first published in the *American Economic Review* in 1963, and generally recognized as the standard introduction to the subject, is the first reading. Others deal with regional accounts, regional input-output analysis, regional development in particular countries, inter-regional and international trade, regional stabilization policy, location theory, and some statistical techniques. In each volume, as well as the list of references appended to the readings, there is an annotated list of books and articles for further reading. Author and subject indexes are also provided. The series is clearly directed primarily at students, but the volumes should also be useful to other readers with an interest in economics.

Direct Taxation in the United Kingdom, edited by Thomas D. Lynch. (247 pages. The Accountants' Publishing Co. Ltd., 27 Queen Street, Edinburgh 2. £1 10s.) This book contains information on all direct taxes, so that the entire structure and main principles of direct taxation can be appreciated more readily. The work concentrates on the basic principles and pays minimum attention to variables such as detailed rates and minor reliefs. The arrangement of the chapters provides a logical sequence for the majority of readers. The book has been designed to appeal to a wide class of readers – not only to accountants and lawyers in general practice, but also to teachers and students of taxation and, even, the tax specialist.

Dealing on the London Metal Exchange 1968. (123 pages. M. C. Brackenbury & Co., Finwell House, 26 Finsbury Square, London EC2. £5 5s.) While the first edition of this book published two years ago was intended as a guide to dealing, the new edition fully explains to the consumer, stockist, producer and investor, how to use the Exchange with benefit, in all the contingencies that affect the Market. Last year a record 2¼ million tons of copper, tin, lead and zinc were traded on the London Metal Exchange with approximately 70 per cent of the business emanating from overseas countries. However, there are still many companies in this country and abroad who could use the Exchange with benefit if they fully understood its functions. It is for this reason that this enlarged edition, which is a study in depth on how to deal on this international market, has been published. Special attention has been given to the complex subject of hedging together, with factual examples which many companies will recognize as applicable to their own requirements. It is hoped, therefore, that this knowledge will assist them to use the valuable facilities which the LME offers.

New Books

Working Party on the Movement of Heavy Indivisible Loads. Interim Report. (20 pages. National Ports Council, 17 North Audley Street, London W1. 10s. 6d.) Because of the trend in the process plant and electricity generating industries towards the use of larger, more efficient units, problems of transportation have been created. Already plant weighing 300 tons is on order and tenders are being submitted currently for loads in the 400-500 ton range. The position is further aggravated by the results of a survey showing that ports need to be capable of handling such abnormal loads in the near future if valuable export orders are not to be lost. As a result a working party was created to examine the problem and difficulties. The membership comprises representatives from the National Ports Council, the Ministry of Transport, the Chamber of Shipping, the Heavy Road Hauliers, and the Abnormal Loads Commitee of the Conference of Heavy Engineering Industries. In this interim report the working party considers the movement of abnormal loads within the United Kingdom, discussing route restrictions and problems, RORO (roll-on-roll-off) ships, and plant manufacturers with routeing problems. There is also a section on handling at ports that looks at existing facilities, the use of private cranes, and quays for this type of load. Finally, a section deals with movement for export. The working party suggests that an independent National Heavy Lift and Salvage Service be created, and the service be equipped initially with two floating cranes of at least 500 tons capacity, or, one 500 ton floating crane and one 1,000 ton RORO ship. These facilities would be made available to the major United Kingdom ports as necessary.

Fast Response Systems: A Survey of the Development of the Computer Utility in the United Kingdom. (32 pages. Public Relations Officer, P-E Consulting Group Ltd., 12 Grosvenor Place, London SW1. 20s., including postage.) The Computer Utility – a publicly available, general-purpose computing facility to which the consumers can be linked – is available in the United Kingdom as from early in 1969 through four separate commercial enterprises. This type of service has long been postulated by the theoreticians, but it has demanded the power of large, third-generation computers, with their supporting complex software, to bring these dreams anywhere near reality. This handbook summarizes the history and development of the utility concept, compares the services and costs of the United Kingdom firms at present offering utility facilities, and discusses the advantages and pitfalls which face the potential user.

Economics of Trade and Development, edited by James D. Theberge. (545 pages. John Wiley and Sons. £4 5s.) The aim of this book is to make readily accessible a careful selection of the most important essays on the trade-development relationship which have recently appeared, and which reflect the current state of thought on this vital subject. It includes those contributions which have advanced the discussion, have employed a general rather than a highly technical approach to the subject, and it presents arguments on both sides of the important theoretical issues. Essays of an essentially descriptive or policy orientation, have been avoided as much as possible, although theoretical and policy issues are not easily separable in this field. Another book which has recently appeared also treats the subject of trade and development by means of essays. **Expansion of World Trade and the Growth of National Incomes,** edited by Richard S. Weckstein. (282 pages. Harper and Row. 23s. 6d.) The editor states that 'The purpose of the present volume is to focus attention on the problems and the potentialities of international trade. My concern is with economic development, for trade can be a channel through which developed countries of the world influence the progress of the poorer countries . . .' Among the well known contributors to the book are A. K. Cairncross, Gunnar Myrdal and Gottfried Haberler.

The Labour Market, edited by B. J. McCormick and E. Owen Smith (393 pages); **Public Enterprise,** edited by R. Turvey (396 pages); **Regional Analysis,** edited by L. Needleman (398 pages). (Penguin Books. 9s. each.) These three titles are published in the *Penguin Modern Economics* series. Each volume contains selected readings from a wide range of published sources, together with an introduction by the editor, and brief explanatory notes preceding each of the sections into which the book is divided. For example, the 16 readings contained in *The Labour Market* are grouped into nine sections – the demand for labour, the supply of labour, trade unions, bargaining theory, the allocation of labour, wage differentials, unemployment, full-employment and inflation, and labour's share in the national income. The chronological range of the chosen articles lies between 1946 (papers by Lester

(*Continued at foot of previous page*)

THE TRADE DESCRIPTIONS ACT, 1968

W. ROGER BREED, D.P.A. (LOND.)
Chief Inspector of Weights and Measures for the County of Dorset.
A. F. B. SCRIVENER, Barrister at Law.

The primary purpose of this annotation is to provide a comprehensive guide to the legal requirements of the Trade Descriptions Act, 1968, in such form as to be most helpful to lawyers, inspectors and others, who may have recourse to it either as a legal text book or merely as a guide to the provisions of the Act with appropiate and useful comment.

The annotations used have been selected so as to provide the maximum possible assistance to advocates, local authority officers, business executives and students.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of Sale	Auctioneer
Jan. 7-8	Technical equipment and miscellaneous stores	Regional Depot RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366.)

Electric towing tractors; artillery and other trailers; soil stabilization train; AA cabins; generating sets; fork lift trucks; water pumps; gasolene pumps; machine tools; vices; jacks; telescopic levels; theodolites; binoculars and watches; AA equipment; blacksmiths' equipment; tool kits; tyres; batteries; chain saws; valves; mercury arc rectifiers; switchboards; reception sets; charging sets; wireless, signal, MT, aircraft and electrical spares; nissen huts; metal racking; sea kitbags; battledress blouses and other clothing; textiles; stacking chairs; carpets; tables and other furniture; large collection of miscellaneous stores.

Jan. 15	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)

Machine tools including grinding, welding and drilling machines; heavy duty valve refacer; portable sander and grinder, etc.; ground and workshop equipment and spares; vehicles spares; generating sets; trolleys and test rigs; small tools; parachutes and harness; fire extinguishers; electrical spares; electric cable; furniture; clothing and footwear including large quantities of blankets and ankle boots; steel, aluminium alloy and wooden boxes; wool, hessian and canvas rags and many other items of miscellaneous stores; 262 steel safes 21¾ in. by 18½ in. by 11½ in. with keys.

Jan. 21-22	Miscellaneous stores	Lido Ballroom, Winchester, Hants.	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham. (Tel. 4211.)

Machine tools including centre and medium and heavy duty lathes; portable electric drills; shapers; chain saws; tool grinders; planing and thicknessing machines; power hacksaws; grinding, shearing and woodworking machines; drilling machines, etc.; water tube boiler; multifire tubular type vertical steam boiler; concrete mixer; air compressors; motor generators; electric motors; punch card equipment; various electronic valves; telephone sets; bearings, various; used tyres; scrap metals; 765 gallons brake fluid; wooden boxes and crates; clothing, furniture and kitchenware; 118 nissen huts.

Jan. 29	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Machine tools including pedestal, vertical and radial drills; horizontal boring machines; planing and milling machines; turret, capstan and wood turning lathes; engraving machines, etc.; Ford V8 and B4 engines; radar equipment; charging sets; lifting jacks and miscellaneous motor vehicle spares; batteries; small tools; textiles; clothing and footwear; kitchenware; mixed rags; old tentage; webbing and large quantities of general stores.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

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A SOIL STABILIZATION TRAIN – comprising rotary hoes, Howard non-bituminous material spreader mixer (power operated), rotary hoes, Howard diesel road construction compacting machine, rotary hoes, Platypus full tracked stabilization spreader, will be offered at the Ministry of Defence auction sale at Hereford on January 7-8, 1969. Catalogues, price 1s. 0d. (postal order only) from auctioneers, Messrs. Russell, Baldwin & Bright, 20 King Street, Hereford.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Jan. 7.	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+10
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+51
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+45
1965	129	132	156	149	126	..	160	130	169	189	+153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (1)	133	171	165	132	101	172	128	166	203	186	+104(1)	— 47	—30	+11
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+ 6
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+12
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—13
4th quarter	134 (1)	135	174	170	135	104	173	125	163	211	192	+ 49(1)	— 32	+ 5	+ 6
1968															
1st quarter	137 (1)	137	179	176	140	106	177	121	183	210	194	—106(1)	—121	+ 7	+38
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 50	+15	— 1
3rd quarter		140				103		125*	179*				+ 44*	+16*	+11
1968 May		139				100									
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		139*				103									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24·193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968								543*	189*				
1967													
1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·4	580	182		209	196	— 80
4th quarter								533*	210*				
1968 May	140	123	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	187·9	575	186		208	201	
October	139*	125*	126·4	+5·6	122·7*	141·8*	188·3	551	195		210	194	
November			126·7	+5·2	123·4*	141·9*	189.4	529	211		217*	207*	
December								520*	225*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Nationality of vessels in the seaborne trade of the United Kingdom in 1967

THIS ANALYSIS by weight, value and flag of carrying vessel of the overseas seaborne trade of the United Kingdom shows that the overall share of United Kingdom registered ships in 1967 remained at about the same level as in 1966. The proportion of total trade carried by United Kingdom ships in 1967 was 36 per cent by weight, 38 per cent by ton-miles and 52 per cent by value. The corresponding percentages for 1966 were 37, 40 and 52 respectively, but for 1965 they were 44, 47 and 57 (see Table 1).

Of the three measures ton-mileage (weight of cargo x distance carried) is the most significant for shipping purposes, but none of these measures is ideal since no account is taken of the varying costs of handling or carrying different types of cargo. Thus tanker imports accounted in 1967 for 63 per cent of the carrying trade to and from the United Kingdom in terms of ton-miles, but would not represent anything like so large a proportion of the freights earned.

Table A. United Kingdom sea-borne trade in 1967
Proportion of cargoes carried by United Kingdom ships

	Tons-weight		Ton-miles		Value	
	All flags (Mn.)	UK flag %	All flags (Th. mn.)	UK flag %	All flags (£ mn.)	UK flag %
IMPORTS						
Bulk cargo	37·4	46 (43)	111·9	50 (48)	708	37 (36)
Other dry cargo	29·0	40 (43)	96·9	60 (63)	4,047	53 (55)
Total dry cargo	66·4	43 (43)	208·8	55 (55)	4,755	51 (52)
Tanker cargo	98·5	28 (29)	494·9	28 (27)	730	28 (30)
Total	164·9	34 (35)	703·6	36 (37)	5,485	48 (49)
EXPORTS						
Bulk cargo	5·1	17 (20)	6·6	23 (25)	35	19 (21)
Other dry cargo	18·1	44 (43)	68·3	61 (68)	3,937	57 (55)
Total dry cargo	23·2	38 (37)	74·9	57 (63)	3,973	57 (55)
Tanker cargo	11·4	68 (60)	12·3	64 (61)	107	69 (65)
Total	34·6	48 (45)	87·2	58 (63)	4,079	57 (55)

Note: Percentage figures in brackets relate to the year 1966.

Changes in the share of UK ships

Two major disturbances affect comparisons during the years considered (1965 to 1967). The first was the United Kingdom seamen's strike in the second quarter of 1966 and the second was the closure of the Suez Canal in June 1967.

The strike immobilized part of the United Kingdom fleet, so that its share of the carrying trade was reduced in both the second and subsequent quarters of 1966 (see Table B, which shows quarter to quarter changes in the United Kingdom flag share of the tonnages carried).

Table B. United Kingdom Trade by sea
Proportion carried by UK vessels: quarterly variations

Based on tons weight

	Dry cargo			Tanker			Total		
	1967	1966	1965	1967	1966	1965	1967	1966	1965
IMPORTS									
1st quarter	43	48	47	31	34	37	35	40	41
2nd quarter	42	39	47	28	23	37	34	29	42
3rd quarter	46	41	48	28	28	42	36	34	45
4th quarter	41	44	47	23	32	37	30	37	42
Year	43	43	47	28	29	38	34	35	42
EXPORTS									
1st quarter	38	39	44	61	60	66	46	47	51
2nd quarter	37	35	44	67	66	66	47	45	51
3rd quarter	38	34	44	78	57	61	50	41	50
4th quarter	39	40	45	67	58	70	48	46	53
Year	38	37	44	68	60	66	48	45	51

The closure of the Suez Canal resulted in an increase in average lengths of haul, and the aggregate ton-mileage figures increased from 650,000 million in 1966 to 791,000 million in 1967, a rise of 22 per cent. Over nine-tenths of this large increase in ton-mileage was accounted for by petroleum imports from the Persian Gulf, which in the second half of the year had to be carried round the Cape instead of through the Suez Canal. Another consequence was the chartering of additional foreign tonnage, especially tankers, which caused a marked drop in the United Kingdom share of tanker import tonnages in the last quarter of 1967, which may have continued in 1968. In terms of ton-miles, the reduction will have been rather less, as the result of an increase in the United Kingdom share of the tonnage carried on the longer routes.

Partly in consequence of the Suez Canal closure, United Kingdom shares generally remained lower than in 1965, though there has been some recovery from the low figures recorded at the time of the seamen's strike in 1966.

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Dry cargo trades

The United Kingdom share of the carriage of bulk imports increased slightly in 1967 to reach 50 per cent in terms of ton-mileage (as compared with 51 per cent in 1965). In respect of other dry cargo imports, the proportion fell further (from 63 to 60 per cent, against 67 per cent in 1965). These other dry cargo imports are for the most part carried in liners, and they are almost as important as imports of bulk commodities in terms of ton-miles, and more important in terms of freights.

These opposite movements resulted in a small fall in the United Kingdom share of dry cargo imports on the short sea routes – still in terms of ton-miles – and no change on the deep sea routes (see Table C). From the further details given in Table 6, it will be seen that the reduction on the short sea routes was in the carriage of bulk cargoes; on the deep sea routes, the increase in our share of the carriage of bulk cargoes roughly balanced the fall in our share of other dry cargoes.

On the export side, there was a reduction in the United Kingdom share of bulk cargoes, principally because of a more than average drop in the tonnages of coal exported to those countries where we have the largest share of the carrying trade (Belgium, the Netherlands, and the Irish Republic). For other dry cargoes, there was a drop in the United Kingdom share in terms of ton-miles (though not in terms of tons), from 68 per cent in 1966 to 61 per cent in 1967. This reduction reflects a fall in the United Kingdom share of the exports carried on some of the deep sea routes, notably those to Central and West Africa, and to the Far East (see Table 4).

However, the very sharp drop in our share of the carriage of exports to China and to Japan had to do with some exceptionally large exports of bulk commodities (mainly iron and steel, or iron and steel scrap), rather than of liner cargoes. In the trade with Japan, it did not reflect any replacement of United Kingdom by Japanese flag ships, the latter's share also falling.

Tanker trades

In 1967 as a whole, there was actually a small increase in United Kingdom share of tanker imports, in terms of ton-miles, despite the reduction in the last quarter of the year mentioned above. On the deep sea routes, the increase in the United Kingdom share of imports was quite marked (from 22 per cent in 1966 to 28 per cent in 1967); there was a still more marked drop in the United Kingdom share of tanker imports on the short sea routes, probably associated with a changed pattern of trade. There was a steep fall in imports from Iraq (which are sent by pipe-line to Mediterranean terminals), and United Kingdom tankers carried a much smaller proportion of the reduced tonnage. This was accompanied by an increase in tanker imports from Europe, which for the most part are not carried under the United Kingdom flag.

Another consequence of the changed pattern of tanker imports on the short sea routes was the reduction in average lengths of haul shown in Table D, which contrasts strikingly with the big increase on the deep sea routes.

On the deep sea tanker routes, the tonnage imported from Iran more than trebled, and this increase outweighed reductions in other imports from the Persian Gulf. United Kingdom tankers carried a larger proportion than in 1966 of these increased imports from the Persian Gulf, on the larger route round the Cape.

Tanker exports are of relatively minor importance; though they account for nearly a third of total export tonnage by weight, they represent only one-seventh of the corresponding ton-mileage, and a much smaller proportion still of all export freights. So too much should not be read into the increase shown in the United Kingdom share of the carriage of tanker exports in 1967, which appears to have been associated with the re-deployment of tankers following the closure of the Suez Canal, since it was most marked in the third quarter of the year.

Trade carried under other flags

The proportions by weight and value of United Kingdom sea-borne trade in 1967 carried under each of the principal flags are shown in Table 8, in which countries are arranged in order of their share in the total tonnage of United Kingdom imports and exports respectively. The flags of Norway, Liberia, the Netherlands, West Germany and Sweden, together with the United Kingdom, cover over 80 per cent of the weight of both imports and exports.

The weights of cargo carried by each of the principal foreign flags in trade between the United Kingdom and their own country, and between the United Kingdom and countries other than their own, are shown in Table 9. These latter trades, referred to as 'cross trades' represent a very high proportion of their carrying in United Kingdom trades for several flags, including Norway, West Germany, Liberia, Greece and Panama.

Important commodities in United Kingdom sea-borne trade

Tables 10 to 15 show, analysed by main countries of consignment, the total weight and United Kingdom flag proportion of the most important sea-borne cargoes for the years 1965 to 1967.

Table C. Weight of sea-borne cargoes in 1967
Share of United Kingdom ships

	Imports			Exports		
	Dry cargo	Tanker	Total	Dry cargo	Tanker	Total
Deep Sea						
All flags: mn. tons	33	59	92	9	1	10
UK flag %	58 (57)	27 (22)	38 (36)	62 (68)	50 (49)	61 (66)
All flags: th. mn. ton-miles	173	415	588	62	6	67
UK flag %	60 (60)	28 (22)	38 (36)	65 (75)	55 (53)	64 (74)
Short Sea						
All flags mn. tons	33	39	73	15	10	25
UK flag %	29 (29)	28 (38)	28 (34)	23 (21)	70 (61)	42 (38)
All flags: th. mn. ton-miles	35	80	116	13	7	20
UK flag %	28 (30)	29 (43)	29 (40)	20 (19)	71 (65)	37 (35)

Note: Percentage figures in brackets relate to the year 1966.

Table D. United Kingdom sea-borne trade in 1967 (1)
Proportions in short sea and deep sea trades and average length of haul

	Dry cargo			Tanker			Total		
	Short Sea	Deep Sea	Total	Short Sea	Deep Sea	Total	Short Sea	Deep Sea	Total
Tons (mn.)	48	42	90	49	61	110	97	102	199
Percentages	53	47	100	45	55	100	49	51	100
Ton-miles (Th. mn.)	49	235	284	87	420	507	135	656	791
Percentages	17	83	100	17	83	100	17	83	100
Average length of haul (nautical miles)									
All vessels	1,020	5,630	3,170	1,750	6,950	4,610	1,390	6,410	3,960
	(1,010)	(5,290)	(3,000)	(1,930)	(5,470)	(3,680)	(1,500)	(5,390)	(3,370)
UK vessels	980	5,870	4,180	1,550	7,170	4,250	1,310	6,390	4,210
	(1,030)	(5,680)	(4,100)	(2,000)	(5,480)	(3,180)	(1,660)	(5,610)	(3,650)

(1) Imports plus exports.
Note: Figures in brackets relate to the year 1966.

(Notes and tables continued on next page)

SEABORNE TRADE OF THE UNITED KINGDOM, *continued*

NOTES AND DEFINITIONS

Valuation

Imported are valued c.i.f. and exports f.o.b.

Weights

All weights are net tonnage, exclusive of the weight of containers internal packing or other wrapping.

Where Customs declarations were made in units of quantityo ther, than weight or in value only, the weight was estimated by using approximate conversion factors, fixed with the assistance of trade associations and some individual firms, whose help is gratefully acknowledged.

Coverage of the figures

The analysis of exports excludes re-exports. The latter are equivalent to just over 2 per cent by weight of the former.

The analysis was based on the overseas trade statistics, and covers the same field less certain excluded categories of trade, as follows:

	1967					
	Imports		Exports		Total	
	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)
Flag information not available (1)	79	205	47	274	125	479
Air transport	125	641	164	540	289	1,181
Irish Land Boundary	676	50	335	31	1,011	81
Total	880	896	546	845	1,426	1,741
Newly-built aircraft, ships, etc. (2)	N.A.	60	N.A.	102	N.A.	160
Grand Total		957		947		1,903

(1) Includes parcel post.
(2) Includes electricity.

Coastal trade, and traffic to and from Northern Ireland, is excluded.

Use of provisional figures

The figures for 1965 to 1967 correspond to those contained in the December issues of the 'Overseas Trade Accounts of the United Kingdom' in the years 1965 to 1967 respectively. It was not possible to take account of any corrections made later.

Share of United Kingdom ships

Any measure of the share of United Kingdom *ships* is not the same as a measure of the share of the United Kingdom shipping *industry*, since the latter would include the contribution of foreign ships chartered by United Kingdom shipping companies, and exclude United Kingdom ships chartered to foreigners (the former being the more important). Moreover, about one-ninth of the ships on the United Kingdom register were owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, to be of real value an assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the United Kingdom.

Ships registered in the United Kingdom

Ships owned by residents of any Commonwealth country may be registered in the United Kingdom, and in December 1967, 11·4 per cent of the tonnage on the register was owned in Commonwealth countries other than in the United Kingdom. The proportion was larger for tankers than for dry cargo vessels. Details are as follows:

Ships of 500 gross tons and over

Owned in	*Mn. gross tons*	*Percentage*
United Kingdom	18·0	38·6
Bahamas and Bermuda	1·9	9·2
Other Commonwealth countries	0·5	2·2
Total	20·4	100·0

Dry cargoes and tanker cargoes

The distinction between these categories is not exact. All crude petroleum, liquid petroleum products, molasses and whale oil were classed as tanker cargoes, and all other goods as dry cargoes.

Bulk cargoes and other dry cargoes

In Tables 2 and 3 only the main bulk cargoes are distinguished, ank some of the 'other dry cargoes' would be carried in tramps or buld carriers. This category, therefore, approximates only very roughly to liner cargoes. The distinction between bulk, tramp and liner cargoes cannot be made accurately from the trade accounts, since the same type of goods can be carried, for example, both by liners and tramps.

Short and deep sea routes

Short sea routes comprise those to European countries, and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes.

Country of consignment

This is not necessarily the same as the country of loading or discharge, as, for example, in the case of landlocked countries such as Austria or Switzerland. Another important exception is represented by oil exports from Iraq and Saudi Arabia, the whole of the former and about half the latter being sent by pipeline to Mediterranean ports.

Balance of Payments areas

The areas used in Tables 2 and 3 are the Balance of Payments areas as defined in 'United Kingdom Balance of Payments, 1968'.

Previous analysis

United Kingdom Trade statistics analyzed by nationality of vessel were published for the years 1936, 1937, 1947, 1948 and 1949 as well as 1965 and 1966. A similar analysis was made for 1938, but not previously published until 1966, when summary figures were included in the *Board of Trade Journal* for December 30, 1966. In all cases except 1965 and 1966 quantities were shown only for a few selected commodities, and total trade was analyzed only in terms of value.

The two most recent analyses, for 1965 and 1966, were published in the issues of the *Board of Trade Journals* dated December 30, 1966 and October 20, 1967 respectively.

Rounding of figures

Owing to rounding there may be minor differences between the sums of constituent items and the totals shown.

Symbols

NA means not available.
– means nil or less than half the final digit shown.

Further information

More detailed information about individual commodities and countries may be obtained, when circumstances permit, from The Controller, Statistical Office, H.M. Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex, on payment of a fee to cover the cost of preparing the information.

(*Continued on next page*)

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Table 1. United Kingdom trade by sea in 1967

Proportion of cargoes carried by UK registered vessels

	Weight				Ton-miles				Value			
	1967		1966	1965	1967		1966	1965	1967		1966	1965
	All flags (Mn. tons)	UK flag %			All flags (Th. mn.)	UK flag %			All flags (£ mn.)	UK flag %		
IMPORTS												
Dry cargo	66·4	43	43	47	208·8	55	55	58	4,755	51	52	57
Tanker cargo	98·5	28	29	38	494·9	28	27	35	730	28	30	40
Total	164·9	34	35	42	703·6	36	37	44	5,485	48	49	55
EXPORTS												
Dry cargo	23·2	38	37	44	74·9	57	63	69	3,973	57	55	61
Tanker cargo	11·4	68	60	66	12·3	64	61	71	107	69	65	69
Total	34·6	48	45	51	87·2	58	63	69	4,079	57	55	61
ALL TRADE (1)												
Dry cargo	89·6	42	42	47	283·7	55	57	61	8,728	53	53	59
Tanker cargo	109·9	32	33	41	507·1	29	28	36	836	34	35	44
Total	199·5	36	37	44	790·8	39	40	47	9,564	52	52	57

(1) Excluding re-exports.

Table 2. United Kingdom imports by sea in 1967

Balance of Payments Areas

Weight

	Year 1967												Year 1966	
	Sterling		North American		Western Europe		Latin America		Other Non-Sterling		All Areas		All Areas	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO														
Food, beverages and tobacco (1)														
Total	7,266	66	5,027	41	4,675	31	1,056	42	1,370	28	19,395	47	19,177	47
Bulk cargo (2)	3,104	61	4,128	37	1,831	39	662	25	521	10	10,246	42	10,185	40
Other dry cargo	4,162	71	900	60	2,844	25	394	70	850	38	9,149	52	8,989	55
Basic materials and dry cargo fuels (3)														
Total	3,731	60	6,069	61	12,268	30	2,816	35	9,270	54	34,154	46	34,770	44
Bulk cargo (4)	1,111	62	5,030	64	9,992	32	2,279	32	8,548	55	26,959	47	27,228	44
Other dry cargo	2,621	58	1,038	50	2,277	23	537	50	722	35	7,195	43	7,542	44
Manufactures, etc. (5)														
Total	1,306	63	2,818	42	7,450	21	130	89	1,166	22	12,870	30	10,834	33
Bulk cargo (6)	172	76	—	82	3	22	—	—	—	—	175	75	250	55
Other dry cargo	1,134	62	2,818	42	7,447	21	130	89	1,166	22	12,695	30	10,584	33
All dry cargo														
Total	12,303	64	13,914	50	24,393	27	4,001	39	11,807	48	66,419	43	64,781	43
Bulk cargo	4,387	62	9,158	52	11,826	33	2,940	30	9,069	53	37,380	46	37,666	43
Other dry cargo	7,916	65	4,756	47	12,568	22	1,061	63	2,738	30	29,038	40	27,115	43
II. TANKER CARGO														
Total	32,410	31	3,451	11	17,544	21	10,300	23	34,777	31	98,483	28	93,013	29
III. ALL CARGO														
Total	44,714	40	17,366	42	41,937	25	14,301	28	46,583	35	164,902	34	157,794	35

(1) SITC Sections 0 and 1.
(2) Cereals, unmilled, and raw sugar.
(3) SITC Sections 2-4.
(4) Wood, lumber and cork; pulp and waste paper; iron and manganese ores and concentrates; crude simply prepared fertilizers; esparto grass.
(5) SITC Sections 5-9, excluding parcel post.
(6) Cement.

Table 3. United Kingdom exports by sea in 1967

Balance of Payments Areas

Weight

	Year 1967												Year 1966	
	Sterling		North America		Western Europe		Latin America		Other Non-Sterling		All Areas		All Areas	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO														
Food, beverages and tobacco (1)														
Total	379	71	242	46	1,576	12	25	77	228	25	2,450	26	2,602	26
Basic materials and dry cargo fuels (2)														
Total	664	72	285	32	6,680	21	62	35	598	21	8,288	25	8,196	23
Bulk cargo (3)	262	72	161	20	4,261	12	9	59	71	18	4,764	16	5,848	19
Other dry cargo	402	71	124	47	2,419	36	53	31	527	21	3,524	38	2,348	31
Manufactures, etc. (4)														
Total	4,067	74	1,723	43	4,375	27	563	72	1,723	42	12,452	49	12,285	49
Bulk cargo (5)	201	36	23	67	17	13	4	71	78	10	323	31	246	44
Other dry cargo	3,867	76	1,700	42	4,359	27	559	72	1,645	43	12,129	49	12,039	49
All dry cargo														
Total	5,110	73	2,250	42	12,631	22	650	69	2,549	35	23,190	38	23,082	37
Bulk cargo	462	56	184	26	4,278	12	13	63	149	14	5,087	17	6,094	20
Other dry cargo	4,647	75	2,066	43	8,354	27	637	69	2,400	37	18,104	44	16,988	43
II. TANKER CARGO														
Total	893	75	916	46	9,301	70	43	8	253	38	11,406	68	11,798	60
III. ALL CARGO														
Total	6,003	73	3,166	43	21,933	42	693	65	2,802	36	34,597	45	34,880	45

(1) SITC Sections 0 and 1.
(2) SITC Sections 2-4.
(3) Clay; coal, coke and briquettes.
(4) SITC Sections 5-9, excluding parcel post.
(5) Cement.

(Continued on next page)

SEABORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 4. United Kingdom imports by sea in 1967

Principal countries from which consigned
Proportion of weight of cargo carried by UK ships

Weight

Country or Area from which consigned	Dry Cargo				Tanker				Total			
	1967		1966	1965	1967		1966	1965	1967		1966	1965
	All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %		
NEAR AND SHORT SEA TRADES												
Grand Total	33,314	29	29	32	39,362	28	38	62	72,676	28	34	42
Irish Republic	1,219	51	57	72	536	45	89	56	1,755	49	60	69
European Economic Community												
Total	8,550	31	30	35	15,876	22	24	28	24,426	25	26	31
France	2,213	23	24	32	3,402	15	22	32	5,615	18	23	32
Belgium and Luxembourg	1,121	47	42	57	848	37	30	49	1,969	43	38	55
Netherlands	3,105	32	30	32	6,256	24	24	31	9,361	27	26	32
Western Germany	1,194	25	24	29	572	44	35	29	1,767	32	28	29
Italy	917	29	31	32	4,797	19	22	21	5,714	20	23	23
Scandinavia and Baltic												
Total	17,705	26	24	24	443	14	22	24	18,148	25	24	24
Denmark	936	14	16	17	90	21	25	—	1,025	15	17	15
Norway	2,809	23	21	26	37	28	40	87	2,846	23	21	27
Sweden	6,922	30	31	30	92	27	8	29	7,015	30	30	30
Finland	2,591	12	10	11	158	4	20	—	2,749	11	10	11
Iceland	120	3	2	2	1	—	—	—	120	3	2	2
USSR	3,310	38	30	19	48	—	7	—	3,357	37	30	19
Poland	683	19	15	20	18	—	100	—	700	19	15	20
Eastern Germany	336	5	7	11	—	—	—	—	336	5	7	11
Iberia and Mediterranean												
Total	5,840	30	37	48	22,506	32	46	62	28,346	32	44	59
Spain	1,501	45	38	51	923	8	11	25	2,425	31	33	46
Portugal	375	21	27	31	27	—	37	—	402	19	28	27
Austria	198	20	21	25	—	—	—	—	198	20	21	25
Switzerland	97	40	34	42	—	—	—	14	97	40	34	42
Greece	222	19	17	17	53	34	—	—	275	21	14	17
Turkey	90	34	37	47	53	58	9	18	143	43	18	24
Yugoslavia	102	25	22	29	234	26	47	27	337	26	37	28
Libya	1	71	22	14	10,586	38	40	60	10,587	38	40	60
Algeria	256	38	75	72	1,346	45	29	69	1,602	44	40	71
Morocco	1,162	27	33	43	12	—	—	100	1,174	26	33	43
Tunisia	167	54	62	71	55	28	—	—	222	47	62	68
Egypt	49	11	29	33	224	21	17	41	272	19	19	39
Israel	316	43	42	52	433	—	—	59	748	18	24	52
Iraq (1)	—	—	—	—	3,370	39	67	75	3,370	39	67	75
Saudi Arabia (1)	—	—	—	—	5,136	20	22	29	5,136	20	22	29
Other countries (2)	1,304	14	16	24	53	34	16	32	1,358	15	16	24
DEEP SEA TRADES												
Grand Total	33,105	58	57	62	59,121	27	22	28	92,226	38	36	42
Central and West Africa												
Total	5,023	76	76	83	4,727	30	19	25	9,750	53	43	51
Nigeria	579	76	84	82	4,416	27	19	25	4,995	33	26	32
Ghana	462	34	31	34	—	—	—	31	462	34	31	34
Gambia and Sierra Leone	288	54	64	96	—	—	—	—	288	54	64	96
Liberia	1,701	85	79	86	—	—	—	—	1,701	85	79	86
Other countries (3)	1,994	81	84	88	311	72	—	—	2,304	80	83	88
South and East Africa												
Total	3,308	62	67	72	222	36	32	41	3,530	60	64	69
Republic of South Africa	2,143	62	71	77	162	40	48	24	2,305	61	69	73
Kenya	105	94	93	94	37	—	22	51	142	70	67	71
Zambia, Malawi and Rhodesia	272	70	78	85	—	—	—	—	272	70	78	85
Mauritius and Seychelles	372	36	36	25	15	100	—	78	387	39	35	30
Other countries (4)	416	69	75	79	8	—	—	29	424	68	67	76
Persian Gulf and Indian Ocean												
Total	1,218	47	57	63	37,911	28	23	29	39,129	29	24	31
Aden and South Arabia Protectorate	4	77	85	89	893	28	51	64	897	28	51	65
Saudi Arabia and Yemen (5)	—	27	95	66	5,136	20	22	29	5,136	20	22	29
Iraq	7	26	43	41	—	—	—	—	7	26	43	41
Iran	28	49	54	62	17,294	34	27	38	17,321	34	27	38
India	753	40	49	58	376	35	46	82	1,129	38	49	60
Pakistan	237	42	56	62	77	18	23	100	313	37	49	65
Ceylon	131	96	99	98	—	—	—	—	131	96	99	98
Burma	58	46	73	67	—	—	—	—	58	46	73	67
Other countries (6)	1	59	24	72	14,135	24	20	25	14,136	24	20	25
Far East												
Total	1,098	74	79	81	116	39	36	13	1,214	71	74	74
Malaysia	426	95	98	99	71	—	36	17	497	82	82	82
Thailand	43	96	96	98	—	—	—	—	43	96	96	98
Philippines	55	78	65	63	—	—	—	—	55	78	65	63
Hong Kong	101	94	98	98	—	—	—	—	101	94	98	98
China	192	36	56	64	—	—	—	—	192	36	56	64
Japan	225	59	66	61	—	—	—	—	225	59	66	57
Other countries (7)	57	50	51	60	45	100	—	—	102	72	51	49
Australasia												
Total	3,131	77	71	73	37	80	100	96	3,168	77	71	74
Australia	2,084	71	66	69	37	80	100	96	2,121	72	66	70
New Zealand	759	98	99	99	—	—	—	—	759	98	99	99
British Islands in Pacific	228	58	45	48	—	—	—	—	288	58	45	48
North America												
Total	13,914	50	46	52	3,451	11	7	24	17,366	42	45	51
United States of America	4,886	40	38	42	3,444	11	7	24	8,331	28	35	41
Canada	9,028	56	52	57	7	31	89	2	9,035	56	52	57

Table 4, *continued*

Weight

Country or Area from which consigned	Dry Cargo				Tanker				Total			
	1967		1966	1965	1967		1966	1965	1967		1966	1965
	All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %		
Central and South America												
Total	3,909	40	42	42	10,021	22	20	23	13,930	27	26	28
Mexico	400	28	29	31	—	—	—	—	400	28	28	31
Panama	—	85	54	77	75	1	37	—	76	1	37	—
Columbia	27	37	34	74	936	17	21	30	963	17	21	31
Venezuela	1,400	3	4	12	8,840	22	19	21	10,240	19	17	20
Peru	32	82	95	77	169	63	64	79	201	66	71	78
Chile	160	90	56	87	—	—	—	—	160	90	86	87
Brazil	988	77	69	67	—	—	—	—	988	77	69	67
Argentine	773	48	60	58	—	—	100	—	773	48	62	55
Other countries (8)	127	75	75	83	—	—	100	—	127	75	75	83
West Indies												
Total	1,503	69	61	74	2,636	44	30	42	4,139	53	40	52
Trinidad	279	74	83	92	1,046	48	31	41	1,325	53	38	48
Jamaica	409	72	58	83	—	—	—	—	410	72	58	83
Guyana	224	75	61	74	10	100	100	100	234	76	64	76
Other Commonwealth West Indies	343	85	63	68	13	3	1	100	355	82	59	68
Netherlands Antilles	154	49	29	61	1,289	34	21	37	1,443	36	22	39
Cuba	80	—	63	32	241	76	74	71	321	57	72	61
Other countries (9)	12	2	1	8	38	100	—	100	50	76	1	37

(1) Tanker cargo assumed to be shipped from Eastern Mediterranean ports (see Note 5).
(2) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Syria, Lebanon.
(3) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasha, formerly Leopoldville), Rwanda Burundi, Central African Republic, Chad, Spanish West Africa.
(4) Uganda, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion, Tanzania.
(5) Tanker cargo assumed to be shipped from the Persian Gulf (see Note 1).
(6) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(7) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa. Republic of Korea, North Korea, People's Republic of Mongolia.
(8) Guatemala, Honduras, Nicaragua, Costa Rica, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(9) Hayti, Dominican Republic.

(*Continued on next page*)

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

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I. Gray.

Midland Region
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Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
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Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

SEABORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 5. United Kingdom exports by sea in 1967

Principal countries to which consigned
Proportion of weight of cargo carried by UK registered ships

Weight

Country or Area to which consigned	Dry Cargo				Tanker				Total			
	1967		1966	1965	1967		1966	1965	1967		1966	1965
	All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %		
NEAR AND SHORT SEA TRADES												
Grand Total	14,541	23	21	29	10,022	70	61	66	24,563	42	38	44
Irish Republic	826	48	53	52	530	80	64	85	1,356	60	58	62
European Economic Community												
Total	6,696	26	21	32	2,083	51	45	46	8,778	32	27	36
France	1,408	31	19	21	49	69	49	13	1,457	32	21	20
Belgium and Luxembourg	698	45	42	51	510	60	32	67	1,209	51	39	56
Netherlands	1,407	36	30	44	1,159	41	47	39	2,567	38	39	42
Western Germany	1,817	16	14	21	303	66	45	39	2,120	23	20	33
Italy	1,364	14	13	29	61	62	97	55	1,426	16	14	30
Scandinavia and Baltic												
Total	4,500	16	13	19	7,070	76	65	73	11,570	53	45	50
Denmark	713	15	10	16	2,396	71	63	71	3,109	58	46	53
Norway	1,400	23	20	24	1,202	79	59	77	2,603	49	40	47
Sweden	1,298	11	13	18	3,280	80	68	73	4,578	61	54	57
Finland	561	13	10	15	77	68	76	77	637	20	26	23
Iceland	32	4	2	1	17	85	93	51	49	31	59	42
USSR	186	15	8	10	1	40	17	3	186	15	8	10
Poland	207	19	16	22	1	48	45	24	208	19	16	22
Eastern Germany	104	1	3	3	96	—	—	—	200	1	2	3
Iberia and Mediterranean												
Total	2,519	22	22	29	340	48	68	71	2,858	25	27	33
Spain	951	13	11	15	118	28	65	53	1,069	15	15	19
Portugal	283	23	24	36	77	35	68	45	361	26	28	37
Austria	75	34	30	33	—	—	—	—	76	34	30	33
Switzerland	277	29	28	29	1	40	30	96	278	29	28	34
Greece	182	18	22	34	32	75	95	91	214	26	32	47
Turkey	96	33	36	25	3	98	24	78	99	35	36	25
Yugoslavia	100	13	11	22	32	89	93	82	132	31	35	26
Libya	62	39	38	44	5	87	79	60	67	42	39	45
Algeria	15	33	26	22	—	16	100	100	15	33	32	28
Lebanon	43	41	49	67	6	25	51	97	49	39	49	71
Egypt	54	12	30	30	11	77	99	81	65	23	46	44
Israel	99	23	34	46	1	60	31	45	100	24	34	46
Other countries (1)	280	37	32	39	53	63	75	87	334	41	36	42
DEEP SEA TRADES												
Grand Total	8,650	62	68	72	1,384	50	49	72	10,034	61	66	72
Central and West Africa												
Total	718	58	70	71	115	59	81	49	832	58	70	69
Nigeria	306	77	78	80	37	26	86	62	343	72	78	79
Ghana	219	38	47	47	5	73	68	75	224	38	48	49
Gambia and Sierra Leone	54	76	82	81	18	99	78	91	72	82	82	81
Other countries (2)	139	40	81	82	55	67	92	11	194	47	81	68
South and East Africa												
Total	1,113	84	84	89	104	79	84	96	1,218	83	84	89
Republic of South Africa	721	82	80	87	70	77	81	98	791	81	80	87
Kenya	113	94	99	97	17	100	100	100	130	95	99	97
Zambia, Malawi and Rhodesia	85	93	93	90	—	100	98	75	85	93	93	90
Other countries (3)	195	80	86	90	17	66	83	91	212	79	86	90
Persian Gulf and Indian Ocean												
Total	1,083	68	71	69	93	73	81	93	1,176	68	72	71
Aden and South Arabia Protectorates	22	94	99	97	3	89	100	99	25	93	99	97
Saudi Arabia and Yemen	35	76	75	75	4	80	86	100	40	77	77	77
Iraq	38	62	69	77	1	45	42	31	38	62	68	77
Iran	193	72	69	66	2	81	77	88	195	73	70	66
India	295	51	48	51	6	88	72	91	300	51	49	54
Pakistan	189	69	71	66	2	77	83	73	191	69	71	66
Ceylon	125	91	96	91	2	100	100	100	127	91	96	91
Burma	20	56	69	79	1	48	95	59	21	56	73	79
Other countries (4)	167	71	77	78	74	71	86	96	240	71	77	81
Far East												
Total	1,633	54	84	85	34	56	35	64	1,667	54	81	84
Malaysia	273	95	95	97	25	55	12	100	299	91	86	97
Thailand	70	85	92	97	1	94	90	100	72	85	92	97
Philippines	67	95	90	90	—	80	91	98	67	94	90	90
Hong Kong	200	97	94	97	1	89	71	100	202	97	92	97
China	561	25	55	30	—	—	—	—	561	25	55	30
Japan	370	37	72	74	2	84	87	86	372	37	73	75
Other countries (5)	92	29	44	43	4	20	23	7	96	28	43	34
Australasia												
Total	876	93	94	95	22	79	75	76	897	93	94	94
Australia	574	92	95	97	11	91	88	77	585	92	95	97
New Zealand	286	95	94	92	10	66	60	73	296	94	94	91
British Islands in Pacific	16	83	85	81	—	—	—	—	16	83	85	81
North America												
Total	2,250	42	38	46	916	46	42	68	3,166	43	39	49
United States of America	1,642	34	32	42	668	30	29	1	2,310	33	31	42
Canada	608	63	57	56	248	89	68	72	856	71	59	60

Table 5, *continued*

Weight

Country or Area to which consigned	Dry Cargo				Tanker				Total			
	1967		1966	1965	1967		1966	1965	1967		1966	1965
	All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %		
Central and South America												
Total	622	71	70	77	42	8	69	73	665	67	69	77
Mexico	[illegible]	61	62	75	—	—	—	—	92	61	62	75
Venezuela	[illegible]	78	67	78	5	41	65	69	78	75	67	77
Peru	70	85	83	91	—	—	—	—	70	85	83	91
Chile	33	86	68	79	—	—	—	—	33	86	68	79
Brazil	81	76	69	67	33	—	39	24	114	54	69	67
Argentine	165	70	80	87	—	—	—	—	166	70	80	87
Other countries (6)	108	59	59	59	3	25	71	80	112	58	59	59
West Indies												
Total	355	67	62	59	57	32	38	66	412	62	60	61
Trinidad	83	64	67	65	4	81	67	58	87	65	67	63
Jamaica	78	78	74	75	1	89	73	93	79	78	74	75
Guyana	45	55	44	43	2	54	43	40	46	55	44	43
Other Commonwealth Countries	100	79	65	66	22	2	70	76	121	65	65	66
Netherlands Antilles	21	57	52	53	29	45	34	72	50	30	41	66
Other countries (7)	28	25	26	16	—	61	67	30	28	26	26	16

(1) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Morocco, Tunisia, Syria.
(2) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Liberia, Ivory Coast, Upper Volta, niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasa, formerly Leopoldville), Rwanda, Burundi, Central Agrican Republic, Chad, Spanish West Africa.
(3) Tanzania, Uganda, Mauritius, Seychelles, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands, and Reunion.
(4) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(5) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(6) Guatemala, Honduras, Nicaragua. Costa Rica, Panama, Colombia, El Salvdor, Ecuador, Bolivia, Uruguay, Paraguay.
(7) Hayti, Dominican Republic, Cuba.

Table 6. United Kingdom trade by sea in 1967

Prrportion of ton-miles (1) *by United Kingdom registered ships*

Ton/miles

	Short Sea			Deep Sea			All Routes		
	1967		1966	1967		1966	1967		1966
	All flags (Th. mn.)	UK flag %		All flags (Th. mn.)	UK flag %		All flags (Th. mn.)	UK flag %	
IMPORTS									
Bulk cargo	20·7	32	34	91·2	54	51	111·9	50	48
Other dry cargo	14·7	23	23	82·2	67	69	96·9	60	63
Total dry cargo	35·4	28	30	173·3	60	60	208·8	55	55
Tanker cargo	80·1	29	43	414·8	28	22	494·9	28	27
Total	115·5	29	40	588·1	38	36	703·6	36	37
EXPORTS									
Bulk cargo	3·9	8	10	2·7	45	56	6·6	23	25
Other dry cargo	9·2	23	23	59·0	66	76	68·3	61	68
Total dry cargo	13·2	20	19	61·7	65	75	74·9	57	63
Tanker cargo	6·6	71	65	5·7	55	53	12·3	64	61
Total	19·8	37	35	67·4	64	74	87·2	58	63
ALL TRADE (2)									
Bulk cargo	24·7	28	30	93·9	53	51	118·5	48	46
Other dry cargo	24·0	24	23	141·2	67	72	165·1	61	65
Total dry cargo	48·6	26	27	235·0	61	63	283·7	55	57
Tanker cargo	86·7	32	45	420·5	29	22	507·1	29	28
Total	135·3	30	39	655·5	40	40	790·8	38	40

(1) Nautical. (2) Excluding re-exports.

Table 7. United Kingdom trade by sea in 1967

Average length of haul (nautical miles)

	All Flags			UK Flag		
	Dry Cargo	Tanker	Total	Dry Cargo	Tanker	Total
IMPORTS						
Short sea	1,060	2,040	1,590	1,050	2,110	1,620
Deep sea	5,240	7,020	6,380	5,410	7,280	6,260
Total	3,140	5,030	4,270	3,970	5,170	4,550
EXPORTS						
Short sea	910	650	800	760	670	700
Deep sea	7,130	4,110	6,720	7,480	4,480	7,140
Total	3,230	1,070	2,520	4,870	1,010	3,070
ALL TRADE(1)						
Short sea	10,20	1,750	1,390	980	1,550	1,310
Deep sea	5,630	6,950	6,410	5,870	7,170	6,390
Total	3,170	4,610	3,960	4,180	4,250	4,210

(1) Excluding re-exports

(Continued on next page)

HINTS TO BUSINESSMEN

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mentioning the commodities or countries of special interest to you

Table 8. United Kingdom trade by sea in 1967

Proportion carried by principal flags

Percentages

Flag	Dry Cargo		Tanker		Total	
	Weight	Value	Weight	Value	Weight	Value
IMPORTS						
United Kingdom	43·2	50·6	27·5	28·4	33·9	47·7
Norwegian	10·8	5·8	19·1	18·5	15·8	7·5
Liberian	3·5	0·8	22·1	20·5	14·6	3·4
Dutch	7·9	8·9	5·3	6·7	6·4	8·6
West German	8·8	7·8	2·7	2·7	5·2	7·1
Swedish	7·0	4·4	3·7	3·5	5·0	4·3
Panamanian	0·8	0·2	4·5	4·2	3·0	0·7
Greek	2·0	1·1	3·4	3·4	2·8	1·4
Danish	2·7	4·9	2·1	2·3	2·4	4·5
Italian	0·6	0·3	3·4	3·3	2·3	0·7
French	1·7	1·7	2·3	2·2	2·0	1·8
Finnish	2·2	1·5	0·4	0·5	1·1	1·4
Russian	2·3	1·6	0·3	0·4	1·1	1·4
Belgian	0·4	0·7	1·4	1·6	1·0	0·9
Japanese	0·1	0·5	0·8	0·7	0·5	0·6
United States	0·4	2·7	0·2	0·3	0·3	2·4
Other	5·6	6·5	0·8	0·8	2·6	5·6
	100·0	100·0	100·0	100·0	100·0	100·0
EXPORTS						
United Kingdom	38·0	56·7	67·6	68·7	47·7	57·0
Dutch	13·5	7·9	3·0	3·4	10·0	7·8
Norwegian	7·9	4·7	11·7	10·2	9·2	4·9
West German	12·9	7·0	0·7	1·9	8·9	6·9
Swedish	3·9	4·0	1·6	1·7	3·2	3·9
Danish	4·0	2·7	0·7	1·1	2·9	2·7
Greek	2·5	0·9	2·5	2·0	2·5	1·0
Liberian	1·7	0·4	3·4	2·2	2·3	0·4
French	2·7	1·5	0·4	0·4	2·0	1·5
Italian	1·5	0·2	1·9	1·5	1·6	0·2
Panamanian	0·7	0·1	2·7	2·2	1·4	0·2
Spanish	1·4	0·7	0·2	0·5	1·0	0·7
Irish Republican	1·3	1·0	0·4	0·5	1·0	1·0
Finish	1·1	1·0	0·7	1·0	1·0	1·0
United States	0·9	2·9	0·5	0·4	0·8	2·8
Russian	0·7	1·1	0·1	0·1	0·5	1·1
Other	5·3	7·2	1·9	2·2	4·0	6·9
	100·0	100·0	100·0	100·0	100·0	100·0

Table 9. United Kingdom trade by sea

Tonnage carried by principal flags in 1967
Proportion carried in cross trades (1)

Weight

Flag	Imports						Exports					
	1967			% Cross trades to total			1967			% Cross trades to total		
	Flag Total (Th. tons)	Own Country's Trade (Th. tons)	Cross Trades (1) (Th. tons)	1967	1966	1965	Flag Total (Th. tons)	Own Country's Trade (Th. tons)	Cross Trades (1) (Th. tons)	1967	1966	1965
DRY CARGO												
Norway	7,162	1,694	5,468	76	76	79	1,830	773	1,057	58	55	58
West Germany	5,836	455	5,381	92	91	84	2,994	774	2,220	74	71	66
Netherlands	5,272	1,646	3,626	69	73	73	3,127	723	2,404	77	79	74
Sweden	4,681	2,873	1,808	39	30	22	905	384	520	58	56	41
Denmark	1,821	603	1,219	67	67	64	918	214	705	77	74	71
Liberia	2,299	—	2,299	100	100	100	402	—	402	100	100	100
Greece	1,327	61	1,267	95	96	97	579	56	523	90	10	92
France	1,150	409	741	64	59	58	633	502	131	21	25	23
Finland	1,441	1,089	351	24	29	28	257	193	64	25	27	31
USSR	1,516	1,236	280	18	16	11	169	124	46	27	50	56
Italy	415	106	309	74	95	87	345	235	110	32	7	92
Panama	521	—	521	100	100	100	171	—	171	100	100	98
Spain	321	258	63	20	31	33	335	165	170	49	43	38
Irish Republic	337	298	39	12	29	32	296	235	62	21	15	15
USA	276	244	32	12	7	13	219	209	9	4	4	4
Poland	373	237	136	36	29	32	107	84	23	22	27	49
Yugoslavia	351	37	314	89	78	72	93	52	41	44	37	58
East Germany	291	56	235	81	69	82	75	24	51	68	66	68
Belgium	247	60	188	76	76	71	102	17	85	83	87	84
India	224	206	18	8	4	8	111	107	4	4	8	10
Republic of South Africa	194	162	31	16	23	37	78	73	5	7	7	13
Switzerland	208	1	207	100	100	100	17	—	17	100	100	100
TANKER												
Liberia	21,740	—	21,740	100	100	100	391	—	391	100	100	100
Norway	18,858	—	18,858	100	100	100	1,336	98	1,238	93	80	89
Netherlands	5,246	1,370	3,876	74	76	81	345	206	139	40	77	63
Panama	4,412	—	4,412	100	100	100	312	2	310	99	100	100
Sweden	3,628	18	3,610	100	97	100	188	42	146	78	48	62
Italy	3,371	364	3,007	89	89	91	221	2	219	99	100	94
Greece	3,300	35	3,265	99	99	100	289	—	289	100	100	100
West Germany	2,681	78	2,604	97	92	84	81	34	47	58	69	66
France	2,218	279	1,939	87	92	88	51	13	38	74	32	24
Denmark	2,061	14	2,047	99	99	98	81	42	38	48	59	54
Belgium	1,355	3	1,352	100	97	97	49	17	32	65	100	100
Japan	793	—	793	100	100	94	1	—	1	80	99	93
Finland	417	105	312	75	98	100	74	17	57	77	79	74
SA	209	35	174	83	6	95	57	32	25	44	51	100
USSR	250	34	216	87	58	68	11	—	11	96	97	95

(1) United Kingdom trade with all countries except country of flag.

Table 10. United Kingdom imports by sea in 1965, 1966 and 1967

Cereals, unmilled (including cereals for sowing)

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
Belgium	148	284	215	63	45	50
France	431	266	312	24	15	26
Netherlands	1,159	1,060	937	42	40	42
Rumania	417	92	143	2	—	—
Other European countries	97	110	72	8	2	3
South Africa	651	75	331	41	22	65
Australia	449	577	656	60	41	49
Canada	1,829	1,922	2,490	39	32	43
United States of America	2,298	3,035	2,482	35	34	41
Argentine	445	372	609	32	49	48
Other Western Hemisphere countries	97	176	158	17	42	44
Other countries	117	87	91	36	50	51
Total	8,137	8,055	8,496	36	35	43

Table 11. United Kingdom imports by sea in 1965, 1966 and 1967

Wood, Lumber and Cork

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
Finland	919	991	1,008	6	6	6
Sweden	920	636	650	6	5	5
Norway	24	29	49	42	41	33
USSR	1,227	1,353	1,641	2	1	1
Poland, Eastern Germany	268	268	304	2	1	3
Other European Countries	306	370	416	16	15	14
Canada	1,106	1,050	1,419	25	38	27
United States of America	52	46	47	49	43	46
Brazil	104	128	110	39	32	42
West and Central Africa	308	380	434	84	89	86
Malaysia	125	126	150	95	99	98
Other countries	71	88	89	78	78	80
Total	5,428	5,466	6,317	18	21	20

Table 12. United Kingdom imports by sea in 1965, 1966 and 1967

Pulp and Waste Paper

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
Finland	689	826	830	5	4	5
Sweden	1,119	1,220	1,233	22	17	25
Norway	700	749	776	44	39	39
Portugal	73	83	87	23	26	28
USSR	39	53	53	—	3	—
Other European countries	79	71	89	19	25	25
South Africa	106	97	104	95	95	93
Canada	266	333	370	27	41	49
United States of America	220	163	181	45	43	51
Other countries	40	50	38	43	43	44
Total	3,332	3,644	3,761	28	24	29

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 13. United Kingdom imports by sea in 1965, 1966 and 1967

Iron ore (1)

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
Norway	677	647	715	28	24	25
Sweden	3,589	4,192	6,065	45	41	35
Spain	654	432	581	72	64	81
USSR	1,397	925	501	81	83	75
Other European countries	409	403	344	31	27	19
North African countries	496	1,070	1,534	50	81	80
Sierra Leone	209	359	548	44	59	96
Other West African countries	3,351	3,086	3,239	83	81	88
Canada	3,082	2,153	3,007	83	73	81
Venezuela	1,369	1,292	1,706	2	3	12
Brazil	741	680	614	87	84	79
Other countries	106	3	18	62	99	100
Total	16,080	15,961	18,872	62	57	58

(1) Comprising iron ore and concentrates (except chrome iron ore), iron pyrites (including cupreous), roasted.

Table 14. United Kingdom imports by sea in 1965, 1966 and 1967

Petroleum Tanker Cargoes

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
I. CRUDE AND PARTLY REFINED						
Western Europe	1,756	1,791	1,282	36	36	50
Libya	10,581	10,030	11,327	38	40	60
West Africa	4,675	6,962	6,846	30	18	25
Saudi Arabia	10,184	6,490	4,384	20	22	29
Iraq	3,355	10,372	10,346	38	67	75
Iran	16,784	4,318	4,143	34	25	34
Kuwait	11,824	15,665	14,386	24	19	25
Other Persian Gulf countries	1,682	4,477	3,553	17		
Venezuela	7,402	7,458	8,464	22	19	24
Other Countries	5,217	2,798	1,1372	18	19	46
Total	73,462	70,360	66,104	28	30	40
II. PRODUCTS						
Western Europe	15,566	13,144	10,677	20	22	25
Persian Gulf and Indian Ocean	2,408	2,632	2,352	38	47	58
Latin America	1,530	1,833	2,967	22	23	16
British West Indies	737	1,051	1,498	42	30	40
Netherlands Antilles	681	969	1,116	36	19	34
Other Areas	2,618	1,658	1,166	22	22	33
Total	23,539	21,288	19,777	23	25	29

Table 15. United Kingdom exports by sea in 1965, 1966 and 1967

Coal, Coke and Briquettes

Weight

Country or Area from which consigned	All flags (Thousand tons)			UK flag %		
	1967	1966	1965	1967	1966	1965
Belgium and Luxembourg	66	132	266	80	76	71
France	538	655	818	11	10	12
Western Germany	380	455	561	10	11	10
Netherlands	200	405	1,029	58	57	64
Irish Republic	195	346	425	75	78	63
Denmark	110	287	505	17	9	13
Norway	516	606	563	19	16	23
Sweden	181	286	347	16	26	34
Portugal	120	190	137	2	1	8
Other European countries	292	357	123	5	1	16
Other countries	11	30	40	42	30	43
Total	2,607	3,748	4,813	22	25	34

Index of Industrial Production for October

THE PROVISIONAL Index of Production for October 1968 prepared by the Central Statistical Office, was 139 (seasonally adjusted). For manufacturing industry alone the figure was 142.

For the three months August to October 1968 it is provisionally estimated that production as a whole was 0.5 per cent higher than in the preceding three months May to July 1968. For manufacturing industries alone there was an increase of 0.8 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1967 2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	117	136	163	132	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	139	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	187	141	159	72	131	125
2nd quarter	139	85	143	127	119	141	184	162	187	141	156	72	136	123
3rd quarter	131	73	134	123	117	134	176	160	178	130	148	71	119	110
1968 August	125	67	126	122	116	133	170	161	172	118	133	71	105	106
September	140	78	144	126	122	133	183	158	187	144	160	71	141	120
October (prov.)	144	85	148	131	124	143	186		190	143	159	70	138	124
Seasonally adjusted:														
1967 2nd quarter	133	86	133	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	142	125	119	136	183	167	185	141	158	72	134	121
1968 May	139	83	140	123	117	134	181	155	186	138	156	72	129	118
June	139	81	142	125	118	138	180	169	181	141	161	71	129	122
July	140	81	141	123	117	134	182	166	184	139	158	72	128	122
August	141	83	143	128	122	138	186	173	188	142	160	72	133	126
September	139	80	142	126	120	136	181	161	184	141	158	72	139	116
October (prov.)	139	80	142	125	118	139	184		188	140	156	70	136	117
May-July (av.)	139	82	141	124	118	135	181	158*	183	140	158	72	129	121
August-October (av.) (prov.)	140	81	142	126	120	138	184	167*	187	141	158	71	136	120

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Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

	Manufacturing industries (continued)														
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1967 2nd quarter	123	123	124	115	115	92	117	161	171	145	126	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	153	165	133	126	154	144	148	121
4th quarter	120	119	127	122	124	91	123	159	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	96	131	161	171	146	131	157	168	143	199
2nd quarter	128	127	131	124	129	94	119	166	178	149	130	157	170	130	146
3rd quarter	118	116	123	120	121	86	122	157	167	142	130	140	156	152	128
1968 Aug.	114	115	109	113	117	78	112	152	160	140	129	133	144		125
Sept.	131	129	140	131	132	96	135	163	177	140	137	145	174		135
Oct. (prov.)	133	133	135	139	141	101	138	174	179	166	135	166			153
Seasonally adjusted:															
1967 2nd quarter	118	118	120	114	113	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	124	157	168	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	170	138	128	149	163	147	160
1968 1st quarter	121	120	125	124	125	91	126	161	173	144	139	151	167	146	158
2nd quarter	125	124	128	126	130	94	122	164	173	151	129	154	169	149	160
3rd quarter	128	126	135	127	130	94	125	161	170	147	129	153	165	151	163
1968 May	123	122	125	124	127	95	124	166	173	155	135	154	169		169
June	128	126	135	128	132	95	124	164	173	150	124	150	168		155
July	127	125	134	126	128	96	126	163	172	148	127	153	166		165
Aug.	132	131	134	128	131	96	128	162	170	150	139	159	167		164
Sept.	126	123	136	126	132	91	120	159	168	144	122	147	162		159
Oct. (prov.)	128	126	133	126	130	96	123	166	172	155	125	155			158
May-July (av.)	126	125	131	126	129	95	125	164	173	151	129	152	169*		163
Aug.-Oct. (av.) (prov.)	128	127	134	127	131	94	124	162	170	150	129	154	165*		160

*Latest available 3 months (April-June) and previous 3 months (July-September).

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 15 – Animal and poultry foods (price 3s. 6d. or including postage 3s. 10d.)

Part 20 – Soft drinks, British wines, cider and perry (price 3s. 6d. or including postage 3s. 10d.)

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Part 96 – Overalls and men's shirts, underwear, etc. (price 3s. 6d. or including postage 3s. 10d.)

Part 111 – Shop and office fittings (price 3s. 6d. or including postage 3s. 10d.)

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1.

'Financial Statistics' for December

THE CENTRAL Statistical Office published in *Financial Statistics* (HMSO, 12s. 6d.) some figures of financial transactions in the third quarter of 1968. Bank lending was at considerably lower rate than in the second quarter due to a substantial reduction in advances to the private sector. Personal sector deposits with banks and building societies rose by £380 million. The central government borrowing requirement was £359 million (£183 million lower than in the same period of 1967) and was financed by borrowing from the banking sector. Money supply increased, on a seasonally adjusted basis, by about ½ per cent over the end-second quarter level.

Pictured visiting the Massey-Ferguson combine plant at Kilmarnock, Scotland – Prince Sopsaisana, vice-president of the National Assembly of Laos. The nearly ¼ million sq. ft. plant, which produces nine models of cereal and rice combines for world markets, was toured by the Prince as part of a country-wide tour arranged by the Foreign and Commonwealth Office to enable him to look at various aspects of industry. He was accompanied by Monsieur Boualy Sopha (third from left), a member of the National Assembly, and they are seen here on arrival after being welcomed by Mr. H. J. Davies, general factory manager (left).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in October 1968 was 110 (1965=100), 8 per cent higher than October 1967. Increases were recorded in all the major groups with the exception of durable goods shops where sales were down by 1 per cent.

The average index for August to October 1968 was 107, 6 per cent higher than for the same period of last year. This is the same increase as recorded for the second and third quarters of this year.

It has been estimated that the volume of sales in October was up by approximately 2 per cent on the corresponding period of 1967.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+2	94	+ 3
1967 4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+3	96	+ 9
3rd quarter	107	+6	115	+ 7	103	+5	93	+ 3	103	+ 6	110	+4	93	+ 8
1967 October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	—1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	—1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	—3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+8	95	+ 7
August	109	+4	116	+ 6	105	+3	92	+ 1	105	+ 4	116	+4	89	+ 1
September	102	+6	115	+ 9	94	+4	90	+ 8	96	— 1	95	Nil	95	+19
October	110	+8	121	+16	103	+2	101	+ 3	109	— 1	102	+3	101	+ 3

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, December 20, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Chitty Chitty Bang Bang	Br/E 33700	144	December 16	United Artists Corp. Ltd.	Warfield Productions Ltd.
Twisted Nerve	Br/E 33701	118	December 17	British Lion Films Ltd.	Charter Film Productions Ltd.
Stay Still While I Hit You	Br/E 33704	27	December 18	Eagle Films Ltd.	Augusta Productions Ltd.
Look at Life Series 38: *Watch on the Coast*	Br/E 33705	10	December 18	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Shalako	Br/E 33706	113	December 18	Warner-Pathe Distributors Ltd.	Kingston Film Productions Ltd.
The London Nobody Knows	Br/E 33708	48	December 19	British Lion Films Ltd.	Norcon Film Productions Ltd.
Pathe News 68-101	Br/E 33431	8	December 20	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-102	Br/E 33432	7	December 20	"	"
Movietone News 2062	Br/E 33379	7	December 20	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2062A	Br/E 33380	8	December 20	"	"
Les Bicyclettes de Belsize	Br/E 33707	29	December 19	British Lion Films Ltd.	Delmore Film Productions Ltd.
FOREIGN					
Red Beard	F 33697	180	December 16	Orb Productions Ltd.	Toho Company Ltd., Tokyo.
Danger Diabolik	F 33698	88	December 16	Paramount Pictures (U.K.) Ltd.	Dino de Laurentiis Cinematografica, s.p.a., Rome and Marianne Productions, Paris.
The Brotherhood	F 33699	96	December 16	" " "	Joel Productions Inc. and Tamm Productions Inc.
Loops and Swoops	F 33702	7	December 18	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Sham Battle Shenanigans	F 33703	7	December 18	" " "	"

Correction to the Register:
The playing time of the film 'The Doctor Speaks' (F 33245) registered on June 7, 1968, the title of which was changed to 'The Right to be Born' has been corrected to 85 minutes.

Cinema admissions and takings in September

DURING SEPTEMBER, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 4.75 million and the weekly average of gross box office takings was £1.20 million.

Index of retail prices for November

AT NOVEMBER 12 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 126.7 compared with 126.4 at October 15. The rise in the index during the month was due to small increases, some seasonal, in the prices of a number of goods and services.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, Box 569, London, S.E.1.

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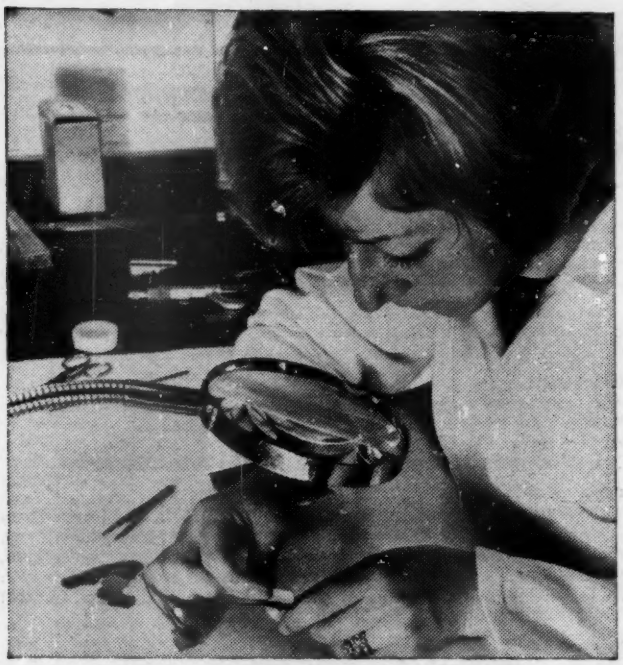
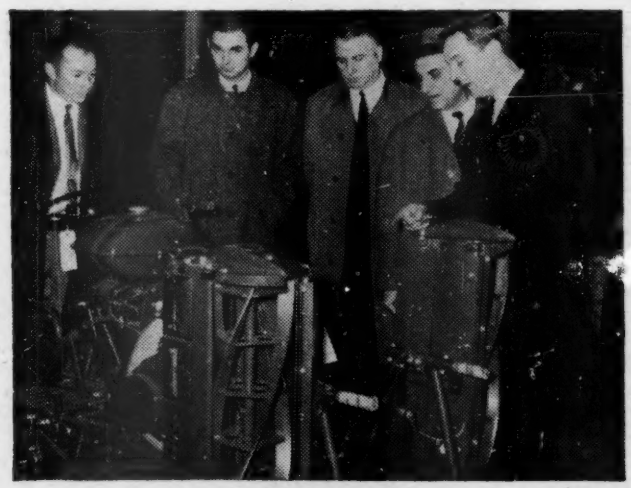
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for October 1968
Pottery for October 1968
Wheeled Tractors for September 1968.

Quarterly at 7s. 6d. a year, post free:
Polishes for July-September 1968
Pens and Pencils for July-September 1968
Leathercloth for July-September 1968
Agricultural Machinery for April-June 1968
Toys and Games for July- September 1968.



An operator at the Wandsworth works, of Leevers-Rich Equipment Ltd., assembling a magnetic head for a studio tape recorder for export to the Ross-Ace Record Company Inc. of New York, who have ordered equipment worth £70,000 for recording studios in America and the United Kingdom.



A link was forged between the town of Ipswich and Lyons, Central France, when the Deputy Mayor of Lyons, M. Pierre Baradut, recently visited Ransomes Simms and Jeffries Ltd., of Ipswich. He is seen (third from right), inspecting a motor triple gang mower partially completed in the assembly shop.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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London postal districts E., and E.C.2 and 3, and the county of Essex.
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London postal districts N.W. and W. County of Middlesex.
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Belfast
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W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1, Tel. Leeds 30082. (Code: 0532 30082) Telex 55232,

Liverpool
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Tel. Central 5756 (Code: 051-236 5756) Telex 62537,

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
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Newcastle-upon-Tyne
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R. A. Bounds, 2 Osborne Road, Newcastle-upon-Tyne, 2, Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, MBE, Equitable House, Old Market Square, Nottingham. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
J. G. M. Cochrane, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 10022, USA. Tel. Plaza 2-8400.

Exhibitions and Fairs

Big export business at Poultry Show

THE 1968 International Poultry Show at Olympia, London, on December 4, 5 and 6, was not only the biggest ever – stand space was 25 per cent up on the previous show – but it attracted a record-breaking attendance of 15,000 people from 107 countries.

Visitors from overseas totalled well over 1,000, some having come from as far away as Australia, Chile and Japan. Dutch visitors were the most numerous, totalling 150 on the first day alone, while other countries sending more than 40 visitors included Spain, Italy, Czechoslovakia, Belgium, France, Germany and Sweden.

Visitors were keen to buy. For instance, one firm of turkey breeders, River Rest Ltd., reported that on the first day of the show they sold turkeys worth £30,000 to private buyers from Italy, Sweden, France and Belgium.

Even bigger export orders are expected to come from official delegations from Yugoslavia, Bolivia and the USSR. The Soviet delegation created tremendous interest because, unlike previous missions from Moscow whose members have had no power to do anything but report back, this one had authority to buy on the spot. The Soviet mission, invited here by the British Agricultural Export Council, spent three days at the Poultry Show.

At the International Poultry Show dinner, Sir Harold Sanders, chief scientific adviser to the Ministry of Agriculture 1954-64 and now agricultural adviser to Shellstar, paid tribute to the way the poultry industry had managed its stock to meet demand. 'We all admire the progress you have made,' he said. 'You are the people who have shown us the way.' The poultry industry was now big business – worth, in fact, £300 million a year.

EXPORT INFORMATION CENTRE

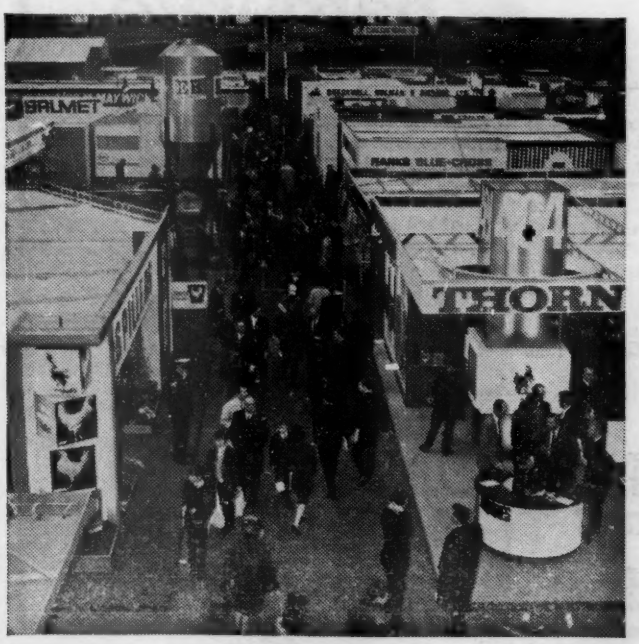
The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Capital goods firms take advantage of British Week in Tokyo

MANY British capital goods manufacturers are already planning to take advantage of the favourable opportunities for selling British goods which will be created during British Week in Tokyo (September 26-October 5, 1969). This was announced by Mr. G. C. Nichols, chairman of Rotaprint Limited and chairman of BNEC Industrial Participation Committee set up in connection with the Week. 'I am, however, disappointed that more manufacturers have not approached me since the committee was formed earlier this year in order to get on this magnificent bandwagon,' said Mr. Nichols. 'There is still time.'

A 45 firm scientific instrument and aerospace trade exhibition will occupy 10,000 sq. ft. of Tokyo's Science Museum during the Week. A capital goods committee has been formed by the Commercial Counsellor in Tokyo, Mr. Hugh Cortazzi, and it is planned to organize a symposium on energy and power. Britain's successes in the capital goods field will form part of the 'Inventive Britain' display in the Budokan building, close to the Science Museum in Kitanomaru Park, and it is hoped that a hovercraft will be operating in Tokyo Harbour.

'Ten years ago Tokyo might have been on another planet,' added Mr. A. G. Hodgkinson, export manager of British Oxygen and a member of Mr. Nichol's committee. 'Today more and more British firms have established agents and even their own offices in Japan, and visit them frequently. It is hard work, but it is the only way to get results.'



Some of the 15,000 visitors who came to the Poultry Show during its three-day run at the beginning of December.

Mrs. Christopher Soames (right), wife of the British Ambassador to Paris, visited the stand of Laird Portch Ltd., of East Kilbride, at the Paris Women's Ready-to-Wear Clothing Exhibition, at which Mr. Bill Bryce, export manager of the Scottish company (left) entered into negotiations with a large French chain store to supply regular monthly consignments of 'mini-kilts'. Mr. Bryce flew back to Paris with Mr. Geoffrey Laird-Portch, the company's managing director and founder, on the invitation of the French store, and a contract was finally signed worth £105,000 over a period of nine months. This is the largest order ever taken by the Scottish company and one of the largest single orders for fashion goods to be placed in Europe. (A full report on the Paris exhibition appeared in the Board of Trade Journal, *December 13, page 1643.)*

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 1746 of this issue.

British products were displayed prominently in the windows of Rome's Cesari department stores during their highly successful British promotion held in mid-November. Among British goods featured during the event were carpets, linens, dress and furnishing fabrics and other textile products.

Seminars at Tehran Trade Fair

SEMINARS ON the marketing of manufactured and semi-manufactured goods and on petrochemical associated industries are being arranged during the Second Asian International Trade Fair in Tehran (October 5-24, 1969), where the Board of Trade are organizing a British Pavilion. Companies and representatives of chambers of commerce in developed countries are invited to participate in the seminars, and those interested should send details of the subject they wish to present to: Asian International Trade Fair, PO Box 22 Tajrish, Tehran, Iran, from whom further information can also be obtained.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Minister of Technology to open 'Going Metric' exhibition

ON FEBRUARY 10 at The Design Centre Mr. Anthony Wedgwood Benn, Minister of Technology, will open an exhibition called 'Going Metric' which has been arranged jointly by the Council of Industrial Design and the Ministry of Technology. The exhibition, which will be open until March 8, will interest the general public as well as business management, industrialists and educationists. The aim of the exhibition is to show what the metric system is and how industry may use going metric as an opportunity to improve products and production processes. Sections of the exhibition will illustrate how the change to metric units will affect exports, communications between scientists and engineers, international travel, sport and education. Visitors to the exhibition will be able to measure a variety of products and record their own metric measurements.

During the exhibition a programme of half-day seminars for senior management in the engineering industries is being arranged by the CoID. Subjects will include management policies, design and production, inspection and marketing aspects for going metric. Full details of these seminars, which will be held in The Design Centre Conference Room, will be available in January from Mr. W. H. Mayall, CoID, 28 Haymarket, London, SW1.

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In 1968 32,000 buyers were able to see 30,000 products from 75 different countries and successfully transacted a volume of business which exceeded all expectation. Book *your* five days in London for the 1969 International Hardware Trades Fair . . . five days in which you can meet more top people, carry out more high-level discussions and do more positive business than would otherwise be possible in twelve months' continuous round-the-world travelling. The only independently-organised fair of its kind HTF is also the most friendly. Arranged to allow pleasantly relaxed viewing of all exhibits within the five days, visitors enjoy meeting both old and new colleagues under one roof in an atmosphere which promotes very easy contact throughout all aspects of the hardware trade. The Hospitality Service for Buyers makes sure your off-duty hours are memorable too.
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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Poland and the USSR

A TRADE and Payments Protocol providing for an 18 per cent increase in mutual trade in 1969 was signed in Warsaw on November 22, 1968.

Poland's imports of machines and equipment from the USSR are expected to increase by about 14 per cent. This category includes machine tools, foundry equipment, locomotives, cars and spare parts, equipment for the chemical, foodstuffs, printing and agricultural industries, digging and road building machines, electronic, aviation and marine equipment, compressors and cranes. In addition, increases in imports of raw materials, foodstuffs and consumer goods, are expected.

Finished products will form about 80 per cent of Poland's exports to the USSR, Those mentioned include ships, rolling stock, plants for producing sulphuric acid, phthalic and octanic acid, equipment for sugar plants and yeast factories, diesel engines, mining equipment, textile and foodstuffs machinery, vans and buses. Other exports will include consumer goods, pharmaceuticals, coal, coke and other raw materials.

All inquiries relating to this notice should be addressed to Tariff Division, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Three senior Polish scientific information specialists studying the 720 copier/duplicator on their visit to Rank Xerox headquarters in London recently. Facing the machine, they are (from left to right) Mr. W. Pirog, director of the Polish Central Institute for Scientific, Technical and Economic Information; Mr. K. Prynda, director of the Centre for Technical Progress, Katowice and Dr. A. Frydryszak, secretary designate of the Polish Central Technical Organization and vice-president of the Association of Polish Electrical Engineers,

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 1737 of this issue.)

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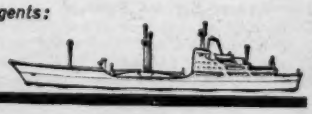


Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ARGENTINA

(249/68) Turbines for Agua y Energia Electrica. March 4, 1969. E.S.B. 47017/68.

(250/68) Pressure Tubes Linings for Hidronor S.A. February 28, 1969. E.S.B. 47056/68.

(249/68) Construction of Steel Rolling Mill for Ministry of Defence. (Further Information.) Closing date postponed to May 5, 1969. E.S.B. 40585/68.*

Servicios Electricos del Gran Buenos Aires:

(249/68) Tripolar Switches. January 9, 1969. E.S.B. 47000/68.*

(249/68) Dielectric Gloves. January 9, 1969. E.S.B. 46999/68.*

AUSTRALIA

Civil Aviation Department:

(248/68) Ball Valves. January 28, 1969. E.S.B. 46948/68.*

(248/68) Folding and Bending Machine. January 21, 1969. E.S.B. 46951/68.*

(248/68) Switching Relays. January 28, 1969. E.S.B. 46952/68.*

(251/68) Telegraph Switching Apparatus. January 21, 1969. E.S.B. 47306/68.*

(251/68) Aerials. January 28, 1969. E.S.B. 47307/68.

(251/68) Water Tenders. January 14, 1969. E.S.B. 47308/68.

(248/68) Aeration Blowers for Melbourne and Metropolitan Board of Works. (Further Information.) Tender documents now available. E.S.B. 46108/68.*

(248/68) Radiotelephone Equipment for Postmaster-General's Department. February 6, 1969. E.S.B. 46947/68.*

(248/68) Transformers for Sidney County Council. (Further Information.) The closing date has been postponed to January 23, 1969. E.S.B. 40861/68.*

State Electricity Commission of Victoria:

(248/68) Control and Telemetering Cubicles. February 3, 1969. E.S.B. 46949/68.*

(248/68) Transducers. January 20, 1969. E.S.B. 46950/68.*

(248/68) Tamping Machine for Victorian Railways. January 15, 1969. E.S.B. 46946/68.*

BRAZIL

(249/68) Electrical and Testing Equipment for Companhia Auxiliar de Empresas Electricas Brasileiras. January 27, 1969. E.S.B. 47034/68.*

BURMA

Mineral Development Corporation:

(247/68) Packing Materials. January 15, 1969. E.S.B. 46727/68.*

(247/68) Belting Materials. January 15, 1969. E.S.B. 46728/68.*

(248/68) Carbon Brushes, January 15, 1969. E.S.B. 46735/68.*

(248/68) Roofing Materials; Builders' Hardware. January 15, 1969. E.S.B. 46736/68.*

(248/68) Pipes and Fittings. January 15, 1969. E.S.B. 46737/68.*

(248/68) Electrical Materials. January 15, 1969. E.S.B. 46738/68.*

Myanma Export Import Corporation:

(248/68) Switches, Lamp Holders. January 8, 1969. E.S.B. 46909/68.*

(248/68) Lamps. January 8, 1969. E.S.B. 46911/68.*

(248/68) Electrical Installation Materials. January 31, 1969. E.S.B. 46568/68.*

(248/68) Carbon Brushes. January 28, 1969. E.S.B. 46582/68.*

(248/68) Electrical Stores. January 31, 1969. E.S.B. 46912/68.*

(248/68) Nuts and Bolts; Tools and Miscellaneous Items. January 21, 1969. E.S.B. 46914/68.*

(248/68) Pipe Fittings. January 9, 1969. E.S.B. 46591/68.*

People's Oil Industry:

(248/68) Grass and Weed Cutter. January 15, 1969. E.S.B. 46579/68.*

(248/68) Garage Equipment. January 31, 1969. E.S.B. 46580/68.*

(248/68) Copper Wire; Nichel Chrome Wire. January 15, 1969. E.S.B. 46583/68.*

(248/68) Steel Wire. January 9, 1969. E.S.B. 46585/68.*

(248/68) Steel Wire Rope. January 9, 1969. E.S.B. 46586/68.*

(248/68) Calcium Carbide. January 9, 1969. E.S.B. 46588/68.*

(248/68) Chemicals. January 9, 1969. E.S.B. 46590/68.*

(248/68) Miscellaneous Equipment. February 6, 1969. E.S.B. 46917/68.*

(248/68) Tubing Accessories. February 6, 1969. E.S.B. 46916/68.*

(248/68) Vehicle Spare Parts. January 31, 1969. E.S.B. 46918/68.*

(248/68) Stationers' Sundries. January 15, 1969. E.S.B. 46919/68.*

(248/68) Electrical Installation Materials. January 31, 1969. E.S.B. 46922/68.*

(248/68) Casing Protectors. February 8, 1969. E.S.B. 46915/68.*

(248/68) Surveying Equipment, January 15, 1969. E.S.B. 46920/68.*

(248/68) Electrical Supplies. January 31, 1969. E.S.B. 46921/68.*

(248/68) Wire Rope and Shackles. January 9, 1969. E.S.B. 46587/68.*

(248/68) Laboratory Apparatus. January 9, 1969. E.S.B. 46592/68.*

(248/68) Laboratory Equipment, January 9, 1969. E.S.B. 46593/68.*

(248/68) Pharmaceuticals. January 9, 1969. E.S.B. 46595/68.*

(248/68) Linepipe. January 9, 1969. E.S.B. 46589/68.*

(249/68) Enlarging Paper. January 15, 1969. E.S.B. 47018/68.*

(249/68) Diesel Engines, Compressors and Accessories for Peoples Pearl and Fishing Board. January 21, 1969. E.S.B. 46913/68.*

Public Works Corporation

(248/68) Ball Bearings; Pillow Blocks. January 10, 1969. E.S.B. 46776/68.*

(248/68) Wire. January 20, 1969. E.S.B. 46777/68*

(248/68) Pipes and Fittings. January 15, 1969. E.S.B. 46778/68.*

(247/68) Tyres and Tubes for Road Transport Board. January 20, 1969. 46773/68.*

(247/68) Chemicals; Dyestuff for Textile Mills (I.D.C.). January 18, 1969. E.S.B. 46772/68.*

CANADA

(248/68) Power Fuses for Manitoba Hydro. January 13, 1969. E.S.B. 46566/68.*

CEYLON

(249/68) Machinery and Plant for Fish Terminal for Ceylon Fisheries Corporation. (Further Information) Tender documents now available. E.S.B. 45549/68.*

(250/68) Chemicals; Dyes for Dept. of Rural Development and Small Industries. March 1, 1969. E.S.B. 47044/68.*

(250/68) Construction of Reservoirs and Pipelines for Directorate of Water Supply Drainage and Local Government Works. February 11, 1969. E.S.B. 47042/68.

(248/68) Paper; Paper Boards for Eastern Paper Mills Corporation. February 14 and 26, 1969. E.S.B. 46972/68.* and 46973/68.*

Ministry of Health

(250/68) Chemicals. January 31, 1969. E.S.B. 47043/68.*

(250/68) Surgical Gloves. January 28, 1969. E.S.B. 47045/68.*

(250/68) Malted Milk, Barley. January 28, 1969. E.S.B. 47046/68.*

(248/68) Copper Plating Plant for National Textile Corporation. February 23, 1969. E.S.B. 46977/68.*

(250/68) Steel Shuttering for State Engineering Corporation of Ceylon. The closing date has been postponed to January 17, 1969 (Further Information). E.S.B. 41867/68.*

COLOMBIA

(247/68) Turbo Pumps, Transformers for Empresa de Energia Electrica de Bogota (Further Information). Tender documents now available. E.S.B. 45499/68.*

(248/68) Electrical, Pneumatic and Hand Tools for Empresas Publicas de Medellin. February 10, 1969. E.S.B. 46796/68.

(247/68) Trucks for Ferrocarriles Nacionales de Columbia. The closing date has been postponed to January 8, 1969 (Further Information). E.S.B. 42152/68.*

Instituto Nacional de Fomento Municipal

(251/68) Measuring Equipment. January 15, 1969. E.S.B. 47074/68.

(251/68) Generating Plant. January 15, 1969. E.S.B. 47075/68. and 47076/68.

(251/68) Turbo Pump. January 15, 1969. E.S.B. 47077/68.

(251/68) Laboratory Equipment for Instituto de Mercadeo Agropecuario. January 9, 1969. E.S.B. 47078/68.

COSTA RICA

(248/68) Pharmaceuticals for Cajor Costarricense de Seguro Social. January 22, 1969. E.S.B. 46926/68.*

(248/68) Alarm System for Instituto Nacional de Seguros. January 17, 1969. E.S.B. 46925/68.*

CYPRUS

Electricity Authority of Cyprus

(247/68) Steam Generating Plant. (Further Information). Tender documents now available. E.S.B. 44782/68.*

(247/68) Turbo-Alternator Plant. (Further Information). Tender documents now available. E.S.B. 44783/68.*

(247/68) Transmission Line. (Further Information). Tender documents now available. E.S.B. 44784/68.*

The new building of the Chartered Bank in Kuala Lumpur, Malaysia, which utilizes a considerable quantity of mineral insulated cables, made by British Insulated Callender's Cables Ltd., in its electrical installations.

†*The* **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143 AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.

GREECE

Institute of Social Insurance

(251/68) Electroencephalograph Paper. January 27, 1969. E.S.B. 47094/68.*

(251/68) Chemicals. February 11, 1969. E.S.B. 47097/68.*

HONG KONG

Controller of Stores, Tender Board

(250/68) Sluice, Air and Float Valves. January 24, 1969. E.S.B. 47281/68.*

(250/68) Oil Emulsifier Dispersant. January 24, 1969. E.S.B. 47282/68.*

(250/68) Magnesium Silicofluoride; Hydrofuosicic Acid. January 21, 1969. E.S.B. 47283/68.*

INDIA

Bhabha Atomic Research Centre

(250/68) Radioisotope Scanner. (Further Information). Tender documents now available. E.S.B. 46118/68.*

(250/68) Storage Display Unit. (Further Information). Tender documents now available. E.S.B. 46120/68.*

(250/68) X-Y Recorder. (Further Information). Tender documents now available. E.S.B. 46122/68.*

(250/68) Refractometer. (Further Information). Tender documents now available. E.S.B. 46119/68.*

(250/68) Proportioning Temperature Controller. (Further Information). Tender documents now available. E.S.B. 46121/68.*

(250/68) Ultra Violet Generators. (Further Information) Tender documents now available. E.S.B. 46126/68.*

(250/68) Spectrometer. (Further Information). Tender documents now available. E.S.B. 46127/68.*

(250/68) Frequency Generator. (Further Information). Tender documents now available. E.S.B. 46123/68.*

(250/68) Electronic Calculator. (Further Information). Tender documents now available. E.S.B. 46124/68.*

(250/68) Microscope. (Further Information). Tender documents now available. E.S.B. 46125/68.*

(250/68) Rotary Vacuum Pumps. January 20, 1969. E.S.B. 47040/68.

(250/68) Sewer Choke Removing and Cleaning Machines. January 20, 1969. E.S.B. 47039/68.

(250/68) Brake. January 21, 1969. E.S.B. 47041/68.

(250/68) Microbalance. (Further Information). Tender documents now available. E.S.B. 46128/68.*

(250/68) Pipe and Fittings. (Further Information). Tender documents now available. E.S.B. 46129/68.*

(250/68) Tri Butyl Phosphate. (Further Information). Tender documents now available. E.S.B. 46130/68.*

(250/68) Electro Balance. (Further Information). Tender documents now available. E.S.B. 46131/68.*

(250/68) Monochrometer Units. (Further Information.) Tender documents now available. E.S.B. 46132/68.*

(250/68) Transformers for Bhakra Management Board. February 26, 1969. E.S.B. 47049/68.*

(251/68) Laboratory Equipment for Bokaro Steel Ltd. The above requirements will be obtained from indigenous source. (Further Information). E.S.B. 44701/68.

Director General of Supplies and Disposals.

(250/68) Honing Machines. (Further Information). E.S.B. 46184/68.*

(250/68) Tapering Press. (Further Information). E.S.B. 46964/68.*

(250/68) Zinc Slabs for Hindustan Shipyard Ltd. (Further Information). E.S.B. 45146/68.*

Indian Oil Corporation

(248/68) Steel Bends. January 15, 1969. E.S.B. 46798/68.

(248/68) Wedge Gate Valves. January 20, 1969. E.S.B. 46799/68.

Indian Telephone Industries Ltd

(248/68) Bimetal Sheets. February 10, 1969. E.S.B. 46979/68.

(248/68) Silver Sheets, Strips and Rods. January 27, 1969. E.S.B. 46980/68.

(251/68) Mine Cars for National Coal Development Corporation. January 23, 1969. E.S.B. 47079/68.

IRAQ

(251/68) Concrete Dumper for Government Spinning and Weaving Administration. January 9, 1969. E.S.B. 47444/68.

(251/68) Iron Pyrite Ash for Iraq Cement Co. January 18, 1969. E.S.B. 47442/68.

(251/68) Dates Packaging Materials for Iraqi Dates Organization. (Further Information). Tender documents now available. E.S.B. 46162/68.*

(250/68) Air Conditioning Plant for Ministry of Industry. The closing date has been extended to January 15, 1969. (Further Information). E.S.B. 43734/68.

Ministry of Oil and Minerals

(251/68) Steel Sheets. (Further Information). Tender documents now available. E.S.B. 46165/68.*

(251/68) Gas Cylinders. January 28, 1969. E.S.B. 47441/68.

(251/68) Steel Barrel Closures. January 11, 1969. E.S.B. 47304/68.*

(251/68) Metering Units for National Electricity Administration. January 28, 1969. 47443/68.

IRISH REPUBLIC

(251/68) Fire Engines for Cork County Council. January 17, 1969. E.S.B. 47080/68.

(251/68) Pumping Plant for O'Mahony County Council. January 20, 1969. E.S.B. 47081/68.

(247/68) Water Supply Improvement Scheme for Waterford Health Authority. The closing date has been extended to January 7, 1969. (Further Information). E.S.B. 44055/68.

KOREA

(249/68) Highway Construction Equipment for Office of Supply. January 9, 1969. E.S.B. 46995/68.*

LEBANON

(249/68) Timber for U.N. Relief Work Agency for Palestine Refugees, January 14, 1969. E.S.B. 46971/68.*

LIBYA

Central Tender Board

(248/68) Construction of Dam (1). The closing date has been extended to February 22, 1969. (Further Information). E.S.B. 41293/67.

(248/68) Construction of Dam (2). The closing date has been extended to March 10, 1969. (Further Information). E.S.B. 41294/67.

MALAGASY REPUBLIC

(249/68) Insecticides for Commune de Mujunga. January 20, 1969. E.S.B. 47030/68.*

MALAYSIA

(250/68) Airport Beacons for Ministry of Transport. Not Stated. E.S.B. 47050/68.*

(251/68) Rice Mill Equipment for Padi and Rice Marketing Board. January 10, 1969. E.S.B. 47061/68.

MALTA

(249/68) Calf Milk Substitute for Treasury. (Further Information). Tender documents now available. E.S.B. 46510/68.*

MEXICO

Comision Federal de Electricidad

(247/68) Power Plant Equipment. January 30, 1969. E.S.B. 46573/68.*

(247/68) Power Distribution Centre Equipment. January 9, 1969. E.S.B. 46574/68.*

(247/68) Disconnecting Switches. January 20, 1969. E.S.B. 46575/68.*

(248/68) Powerhouse Crane. January 13, 1969. E.S.B. 46572/68.*

(294/68) Hydraulic Turbines. The closing date has been postponed to January 28, 1969. (Further Information.) E.S.B. 45596/68.

(249/68) Control Panels and Fault Detecting Equipment. January 10, 1969. E.S.B. 46782/68.*

MOZAMBIQUE

(248/68) Compressor Sets for Ports, Railways and Transport Department. February 1, 1969. E.S.B. 46941/68.

NETHERLANDS

Directorate General of Waterways

(249/68) Construction of a Dyke. January 10, 1969. E.S.B. 47027/68.

(249/68) Construction of a Bridge. January 21, 1969 E.S.B. 47028/68.

NEW ZEALAND

(250/68) E.C.G. Telemetry for Auckland Hospital Board. January 15, 1969. E.S.B. 47016/68.*

General Post Office

(249/68) Valves Diodes, Transistors. February 6, 1969. E.S.B. 46969/68.*

(249/68) Thrust Borers. February 17, 1969. E.S.B. 46970/68.*

PAKISTAN

Directorate of Industries and Commerce

(248/68) Laboratory Equipment. January 8 and 10, 1969, respectively. E.S.B. 46990/68* and 46991/68.*

(248/68) Laboratory Equipment. January 13 and 15, 1969, respectively. E.S.B. 46992/68* and 46993/68.*

SAUDI ARABIA

(248/68) College Supplies and Equipment for College of Petroleum and Minerals. January 22, 1969. E.S.B. 46784/68.

SOUTH AFRICA

State Procurement Board

(247/68) Cables. January 20, 1969. E.S.B. 46535/68.*

(247/68) Berets. January 22, 1969. E.S.B. 46540/68.*

(247/68) Nickel Chloride. January 14, 1969. E.S.B. 46541/68.*

(247/68) Glass Fibre Sheets. January 27, 1969. E.S.B. 46542/68.*

(247/68) Cabin Cruiser. January 23, 1969. E.S.B. 46543/68.*

State Tender Board

(247/68) Teleprinter Ribbons. January 13, 1969. E.S.B. 46544/68.*

(248/68) Power Rammers. (Further Information.) Tender documents now available. E.S.B. 45472/68.*

(248/68) Cranes. (Further Information.) Tender documents now available. E.S.B. 45433/68.*

SUDAN

(247/68) Animal Driven Pumps for Rural Water and Development Corporation. January 16, 1969. E.S.B. 45875/68.*

(249/68) Air Conditioners for Sudan Gezira Board. January 8, 1969. E.S.B. 46968/68.*

(250/68) Steel Goods Wagon for Sudan Railways. (Further Information.) Tender documents now available. E.S.B. 45837/68.*

SYRIAN ARAB REPUBLIC

(248/68) Formica Plates for Electricity Department of North Zone. January 11, 1969. E.S.B. 47001/68.

(249/68) Brake Collars for Public Transport Administration. January 12, 1969. E.S.B. 47009/68.

TAIWAN

Central Trust of China:

(248/68) Radio/Television System and Equipment. January 13, 1969. E.S.B. 46549/68.*

(248/68) Burned Magnesia Bricks. January 10, 1969. E.S.B. 46550/68.*

(248/68) Centrifugal Pumps. January 10, 1969. E.S.B. 46553/68.*

(248/68) Molybdenum Disulphate Lubricant. January 9, 1969. E.S.B. 46557/68.*

(249/68) Railway Spring Clips and Tie Pads. January 10, 1969. E.S.B. 46551/68.*

(248/68) Electrical Equipment. January 10, 1969. E.S.B. 46552/68.*

(248/68) Cation Exchange Resin. January 9, 1969. E.S.B. 46558/68.*

(248/68) X-Ray Equipment. January 8, 1969. E.S.B. 46561/68.*

(248/68) Electrical Equipment. January 8, 1969. E.S.B. 46562/68.*

(248/68) Refractories. January 8, 1969. E.S.B. 46563/68.*

(251/68) Needle Valves. January 15, 1969. E.S.B. 47067/68.*

(251/68) Filtration Press. January 20, 1969. E.S.B. 47068/68.*

(251/68) Wrenches. January 20, 1969. E.S.B. 47069/68.*

(251/68) Compression Sacks. January 18, 1969. E.S.B. 47070/68.*

(251/68) Mixer. January 20, 1969. E.S.B. 47071/68.*

(251/68) Ball and Roller Bearings. January 18, 1969. E.S.B. 47072/68.

(251/68) Rotary Pumps. January 20, 1969. E.S.B. 47066/68.

(251/68) Lathe. January 21, 1969. E.S.B. 46965/68.*

(251/68) Winding Tester. January 17, 1969. E.S.B. 47073/68.*

THAILAND

(248/68) Dead End Grips for Metropolitan Electricity Authority. January 28, 1969. E.S.B. 46792/68.*

(248/68) Toilet Paper for State Railway of Thailand (Yodse). January 14, 1969. E.S.B. 46785/68.

TURKEY

State Hydraulic Works:

(248/68) Dilatometer and Pressiometers. January 20, 1969. E.S.B. 37023/68.*

(248/68) Outboard Motors. January 22, 1969. E.S.B. 46958/68.*

(248/68) Fork Lift Truck. January 27, 1969. E.S.B. 46959/68.*

(248/68) Surveying Equipment. January 23, 1969. E.S.B. 46960/68.*

(248/68) Chemical Compound. January 28, 1969. E.S.B. 46961/68.*

(248/68) Ball Bearings. January 21, 1969. E.S.B. 46962/68.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(251/68) Railway Breakdown Equipment. Not stated. E.S.B. 46928/68.*

(251/68) Chains. January 18, 1969. E.S.B. 47301/68.

(251/68) Ticket Printing Machines. January 15, 1969. E.S.B. 47302/68.

(251/68) Jointings. January 18, 1969. E.S.B. 47303/68.

URUGUAY

(250/68) Consultancy Service for Construction of Bridge for Cerro Chato. (Further Information.) E.S.B. 46516/68.

(249/68) Transceivers for U.T.E. State Electricity Board. Closing dates January 14 and January 21, 1969. E.S.B. 47015/68.

VIETNAM

(248/68) Synthetic Textile Fabrics Plant for Industrial Development Centre. January 31, 1969. E.S.B. 46934/68.*

YUGOSLAVIA

(251/68) Beer Bottling Plant for Preduzece Investi-Import Beograd. February 20, 1969. E.S.B. 47054/68.*

(251/68) Food Processing Machinery for Zivinski Kombinat Zito. February 20, 1969. E.S.B. 47055/68.*

ZAMBIA

Central Supply and Tender Board:

(249/68) Hospital Equipment. January 17, 1969. E.S.B. 47020/68.*

(249/68) Antibiotics. January 17, 1968. E.S.B. 47021/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.). at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(248/68) Agency inquiry for car spares; glass; glass bricks and tiles. E.S.B. 45968/68.

Australia
(250/68) Agency inquiry for air conditioning units; bicycles. E.S.B. 46323/68.
(251/68) Agency inquiry for cold patches; valve cores and stems. E.S.B. 44243/68.
(247/68) Inquiry for tubing. E.S.B. 46308/68.
(248/68) Inquiry for grinding machine. E.S.B. 46339/68.
(248/68) Inquiry for labelling machine. E.S.B. 46417/68.

Australia – Waiver of British Preference
(248/68) Inquiry for encoding machine. E.S.B. S/146/68.
(248/68) Inquiry for process stage and fault recorder. E.S.B. S/148/68.
(248/68) Inquiry for wire straightening and cutting machine. E.S.B. S/147/68.
(249/68) Inquiry for digital voltmeter. E.S.B. A/123/68.
(249/68) Inquiry for drill. E.S.B. A/124/68.
(250/68) Inquiry for turbo-generators and associated plant – further information. E.S.B. A/59/68.
(251/68) Inquiry for PABX telephone system. E.S.B. A/125/68.

Austria
(247/68) Agency inquiry for domestic electrical equipment; food packaging machines; high fidelity equipment; television sets. E.S.B. 45981/68.
(247/68) Agency inquiry for furniture; safes; vending machines. E.S.B. 45962/68.
(250/68) Inquiry for mats. E.S.B. 46606/68.
(251/68) Inquiry for hot water boilers. E.S.B. 46499/68.

Bahamas
(251/68) Inquiry for clothing; chocolate and confectionery; china; foods; giftware; hotel catering equipment; steel; toys. E.S.B. 36227/68.

Bahrain
(249/68) Inquiry for workshop tools. E.S.B. 46664/68.

Barbados
(248/68) Agency inquiry for glass bottles. E.S.B. 45224/68.

Barbados/The Windward and Leeward Islands
(250/68) Agency inquiry for educational aids. E.S.B. 46437/68.

Belgium
(247/68) Inquiry for chemicals. E.S.B. 45919/68.
(251/68) Inquiry for metal strip processing line. E.S.B. 46267/68.

Belgium, Democratic Republic of the Congo
(248/68) Agency inquiry for sewing machines. E.S.B. 46069/68.

Brazil
(251/68) Inquiry for cement making machinery. E.S.B. 41097/68.

Bulgaria
(247/68) Inquiry for boilers; oil burners. E.S.B. 45974/68.

Burma
(248/68) Merger of Trade Corporations. C.R.E. 13186/G.

Canada
(249/68) Agency inquiry for pipettes. E.S.B. 42290/68.
(250/68) Agency inquiry for builders hardware and brass foundry; carpenters tools; fireplace fittings; plumbing fittings. E.S.B. 46546/68.
(250/68) Agency inquiry for industrial safety clothing. E.S.B. 42064/68.
(250/68) Agency inquiry for woollen cloth. E.S.B. 26846/68.
(247/68) Inquiry for carpet knives. E.S.B. 35619/68.
(248/68) Inquiry for cable wire; hose clamps; joint grease fittings and assembly parts. E.S.B. 45256/67.
(249/68) Inquiry for organs; piano. E.S.B. 46405/68.
(251/68) Inquiry for horizontal borer; vertical boring and turning lathe; welding machines. E.S.B. 45087/68.

Canary Islands
(250/68) Inquiry for deep freezing plant; fish canning and smoking plant; fish meal making equipment; ice-making plant; packaging materials; refrigerated vessel. E.S.B. 41662/68.

Costa Rica
(247/68) Inquiry for transmitters. E.S.B. 45759/68.

Cyprus
(248/68) Agency inquiry for nylon fabric. E.S.B. 46010/68.
(250/68) Inquiry for lighting fittings. E.S.B. 45466/68.

Denmark
(247/68) Agency inquiry for furniture; lamps. E.S.B. 46066/68.
(248/68) Agency inquiry for hydraulic and pneumatics glands. E.S.B. [illegible]
(249/68) Agency inquiry for sports clothing and equipment. E.S.B. 45[illegible]
(250/68) Agency inquiry for motor car parts. E.S.B. 46213/68.
(250/68) Inquiry for clamp nuts. E.S.B. 44212/68.

Fiji
(250/68) Inquiry for drilling machines. E.S.B. 47214/68.

Finland
(249/68) Agency inquiry for moisture measurement apparatus. E.S.B. 46661/68.
(250/68) Inquiry for glass. E.S.B. 46479/68.

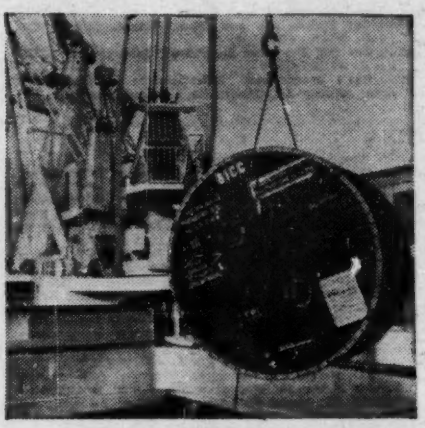
France
(247/68) Agency inquiry for radio and television components. E.S.B. 45992/68.
(248/68) Agency inquiry for knitwear. E.S.B. 46238/68.
(248/68) Manufacture under licence – agency inquiry for cranes; lighting plant. E.S.B. 46011/68.
(249/68) Inquiry for compressor. E.S.B. 45327/68.
(249/68) Inquiry for lighting apparatus. E.S.B. 46620/68.
(250/68) Exchange Control Regulations. E.S.B. 1209/G.

Germany, Federal Republic of
(249/68) Agency inquiry for conserves; jellies. E.S.B. 46341/68.
(250/68) Agency inquiry for milk packs manufacturing machinery. E.S.B. 46624/68.
(250/68) Agency inquiry for toilet sets. E.S.B. 46367/68.
(251/68) Agency inquiry for carding wool; combed tops. E.S.B. 47164/68.
(247/68) Inqxuiry for analagous computer. E.S.B. 35700/68
(247/68) Inquiry for pumps. E.S.B. 46427/68.
(249/68) Inquiry for castings. E.S.B. 40951/68.
(251/68) Inquiry for bakery products; chocolate products; confectionery. E.S.B. 46688/68.
(251/68) Inquiry for cement. E.S.B. 46490/68.
(251/68) Inquiry for cutting and measuring tools. E.S.B. 47275/68.
(251/68) Inquiry for foodstuffs. E.S.B. 45366/68.
(251/68) Inquiry for polystyrene sheets. E.S.B. 45275/68.

Ghana
(247/68) Agency inquiry for linoleum. E.S.B. 45797/68.
(249/68) Agency inquiry for agricultural machinery; cables; fertilizers; fibreglass; mosquito netting; paints; suiting and lining materials. E.S.B. 42692/68.
(251/68) Agency inquiry for mackerel and pilchards; trawlers; yarns. E.S.B. 46631/68.

Guyana
(249/68) Inquiry in respect of building equipment and supplies. E.S.B. 46841/68.

Hong Kong
(249/68) Agency inquiry for steel seconds. E.S.B. 46324/68.
(249/68) Agency inquiry for woollen and worsted and wool/synthetic fibre suitings. E.S.B. 46347/68.
(250/68) Agency inquiry for television tubes. E.S.B. 10995/68.



One of a consignment of drums of 66kV oil filled cable, manufactured at BICC's Supertension Cables Division, Belvedere, Kent, being loaded into mv 'Australian Star' at London Docks for shipment to Melbourne. The cable is required by the State Electricity Commission of Victoria for the reinforcement of the Commission's network.

(247/68) Inquiry for builders hardware; hand tools; wallpaper. E.S.B. 40308/68.
(247/68) Inquiry for printed circuit boards. E.S.B. 15006/68.
(247/68) Inquiry for stainless steel tubes. E.S.B. 40208/68.
(250/68) Inquiry for cotton yarns. E.S.B. 47174/68.
(250/68) Inquiry for electro gold-plating machine. E.S.B. 47215/68.

India
(247/68) Inquiry for rest collets. E.S.B. 43001/68.
(248/68) Industrial development. E.S.B. 32485/68.
(250/68) Enlistment of consultancy engineering firms. C.R.E. 5005/G.

Iran
(247/68) Inquiry for bottles. E.S.B. 43942/68.

Iraq
(248/68) Agency inquiry for chemicals; tiles. E.S.B. 41745/68.
(249/68) Agency inquiry for industrial chemicals. E.S.B. 42093/68.
(250/68) Agency inquiry for curtain rails; locks; glass putty. E.S.B. 41737/68.

Irish Republic
(249/68) Inquiry for babies wool bootees. E.S.B. 46302/68.
(250/68) Inquiry for belts. E.S.B. 45051/68.

Israel
(248/68) Agency inquiry for chemicals; plastic and rubber industry raw materials. E.S.B. 42880/68.
(250/68) Agency inquiry for cables; generators; lamps and lamp components. E.S.B. 46658/68.
(251/68) Inquiry for forgings and castings; non-ferrous sheets; round bars; pipes and tubes. E.S.B. 45237/68.

Italy
(247/68) Agency inquiry for acrylic fibres. E.S.B. 41041/68.
(247/68) Agency inquiry for cellulose wrapping. E.S.B. 46237/68.
(247/68) Agency inquiry for piece-goods. E.S.B. 46305/68.
(247/68) Agency inquiry for synthetic fibres; textile machinery and accessories. E.S.B. 46300/68.
(248/68) Agency inquiry for confectionery. E.S.B. 46303/68.
(248/68) Agency inquiry for whisky. E.S.B. 41601/68.
(249/68) Agency inquiry for body belts; support hosiery. E.S.B. 46309/68.
(249/68) Agency inquiry for metal sheet. E.S.B. 46822/68.
(250/68) Agency inquiry for carpets – further information. E.S.B. 40909/68.
(250/68) Agency inquiry for confectionery enrobing and cutting machines; sugar. E.S.B. 46305/68.
(250/68) Agency inquiry for toiletries. E.S.B. 46823/68.
(251/68) Agency inquiry for electrical goods spare parts. E.S.B. 46567/68.

(251/68) Agency inquiry for fuses; lamps. E.S.B. 46854/68.
(247/68) Inquiry for packaging equipment. E.S.B. 46804/68.
(248/68) Inquiry for aluminium and iron strips painting equipment; aluminium rolling process equipment and products; water treatment plant. E.S.B. 46656/68.
(248/68) Inquiry for floor blocks. E.S.B. 46821/68.
(248/68) Inquiry for naphtha solvents. E.S.B. 46450/68.
(248/68) Inquiry for pharmaceutical raw materials. E.S.B. 46668/68.
(248/68) Manufacture under licence – telephone equipment. E.S.B. 46355/68.
(250/68) Inquiry for blood tesing serums. E.S.B. 44517/68.
(250/68) Inquiry for bone crushing and grinding mill. E.S.B. 38892/68.
(250/68) Inquiry for catering equipment; conveyors; ovens. E.S.B. 45285/68.
(250/68) Inquiry for photographic laboratory and radio-graphic equipment and materials. E.S.B. 46607/68.
(251/68) Inquiry for chemicals. E.S.B. 46342/68.
(251/68) Inquiry for food processing machinery. E.S.B. 46675/68.
(251/68) Inquiry for guttering and rainwater heads; pvc or rubber flooring. E.S.B. 35468/68.
(251/68) Inquiry for pet foods. E.S.B. 47455/68.
(251/68) Inquiry for water treatment plants. E.S.B. 46694/68.
(251/68) Inquiry for winter outerwear. E.S.B. 47453/68.
(251/68) Inquiry for toys. E.S.B. 47249/68.

Japan
(248/68) Inquiry for jewellery; ornaments. E.S.B. 46676/68.
(248/68) Inquiry for men's dress accessories; scarves; ties. E.S.B. 46500/68.

Jordan
(248/68) Inquiry for cable and wiring. E.S.B. 45384/68.
(250/68) Inquiry for dressing gowns. E.S.B. 46480/68.

Kenya
(247/68) Agency inquiry for canvas; nylon gauze. E.S.B. 45921/68.
(248/68) Inquiry for hydrophores. E.S.B. 46457/68.

Kuwait
(250/68) Inquiry for tractor. E.S.B. 46658/68.

Malaysia
(249/68) Inquiry for kraft paper. E.S.B. 45967/68.
(251/68) Inquiry for camphor powder; chemicals; glue; oils; paper; paraffin wax. E.S.B. 46226/68.

Martinique, Guadeloupe, Reunion
(248/68) Increases in the value added tax. E.S.B. 1209/G.

New Zealand
(248/68) Inquiry for pumps. E.S.B. 43900/68.

Nicaragua
(250/68) Excise Tax on wines and fermented fruit juices. C.R.E. 25023/G.

Nigeria
(250/68) Inquiry for cement; rods; sanitary ware; steel pipes. E.S.B. 42031/68.

Norway
(249/68) Agency inquiry for textile fabrics. E.S.B. 37419/68.
(251/68) Agency inquiry for mattress ticking. E.S.B. 47276/68.

Papua/New Guinea
(247/68) Agency inquiry for cassettes; pre-recorded tapes; records. E.S.B. 35072/68.

Philippines, Republic of
(248/68) Inquiry for piano parts. E.S.B. 46672/68.

Poland/East Germany
(250/68) Trade Agreement. E.S.B. 1209/G.

Portugal
(250/68) Agency inquiry for food preparing equipment. E.S.B. 46316/68.

Sierra Leone
(249/68) Inquiry for steel sheets; zinc. E.S.B. 43511/68.

Singapore, Republic of
(250/68) Inquiry for vents. E.S.B. 42861/68.

South Africa
(249/68) Manufacture under licence – shoe materials. E.S.B. 46029/68.

Spain
(247/68) Inquiry for silver-plated tea sets and trays. E.S.B. 45719/68.
(250/68) Manufacture under licence – filtering equipment. E.S.B. 46887/68.

Sweden
(247/68) Agency inquiry for piece-goods. E.S.B. 46246/68.
(248/68) Agency inquiry for men's knitwear. E.S.B. 45428/68.
(248/68) Agency inquiry for shirt fabrics. E.S.B. 46426/68.
(250/68) Agency inquiry for suitcases. E.S.B. 46825/68.
(248/68) Inquiry for jerseys. E.S.B. 46354/68.

Switzerland
(247/68) Agency inquiry for drugs; pharmaceuticals. E.S.B. 23548/68.
(247/68) Agency inquiry for toiletries; toy cars. E.S.B. 46028/68.
(248/68) Agency inquiry for metal and other materials testing equipment. E.S.B. 45963/68.
(249/68) Agency inquiry for mohair plaid blankets and travelling rugs. E.S.B. 45045/68.
(251/68) Agency inquiry for boot linings. E.S.B. 47228/68.
(251/68) Agency inquiry for knitwear. E.S.B. 25220/68.
(251/68) Agency inquiry for packaging and printing machinery; plastic fabric. E.S.B. 46875/68.
(247/68) Inquiry for automatic feeding equipment; electric motors; electronic components. E.S.B. 46248/68.
(248/68) Inquiry for discount store goods. E.S.B. 46406/68.

Trinidad/Tobago
(247/68) Agency inquiry for inedible tallow; men's suitings; shoes. E.S.B. 45018/68.
(248/68) Agency inquiry for agricultural hand tools; animal feed supplements; chemicals. E.S.B. 46247/68.
(250/68) Agency inquiry for confectionery; garden tools. E.S.B. 40070/68.

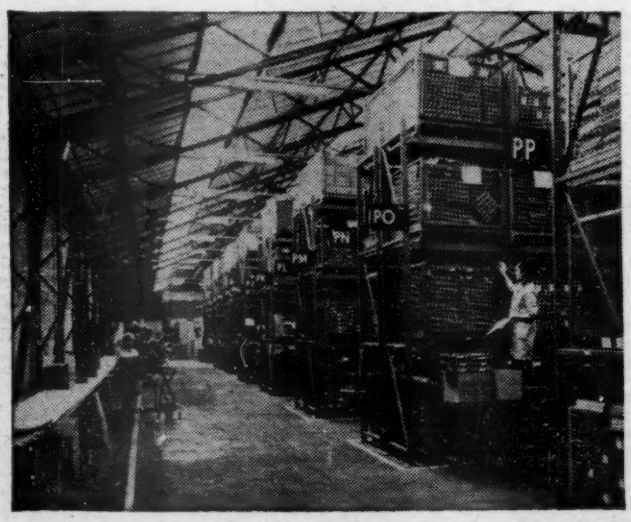
Trucial States (excluding Abu Dhabi)
(247/68) Inquiry for building materials; cutting torches; dolls; dress materials, suitings and shirtings; footwear; hand tools; manila rope; clothing; oxygen and acetylene gauges; pens; steel products; watches and watch straps. E.S.B. 35574/68.

United States of America
(247/68) Inquiry for coupling ferrules. E.S.B. 46389/68.
(247/68) Inquiry for plastic glass. E.S.B. 45724/68.
(248/68) Inquiry for hotel furnishings and equipment. E.S.B. 46439/68.
(248/68) Inquiry for linesmen's gloves. E.S.B. 45271/68.
(248/68) Inquiry for textile aprons. E.S.B. 46458/68.
(250/68) Inquiry for biscuits; chocolate and confectionery. E.S.B. 45213/68.

Yugoslavia
(249/68) Inquiry for air conditioning equipment; cash boxes; closed-circuit television equipment; escalators. E.S.B. 13880/68.

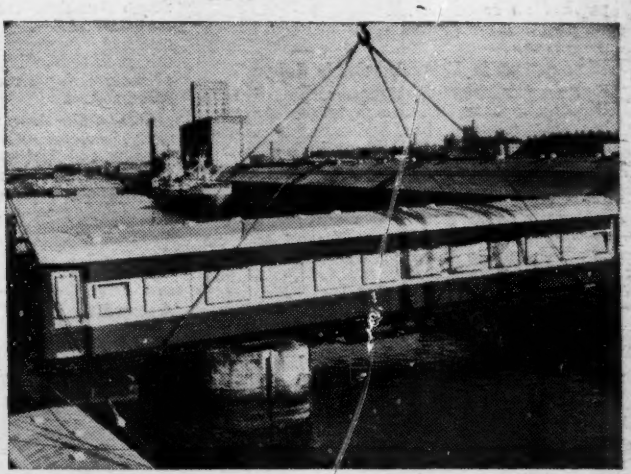
† **For further details of the 'Export Service Bulletin' see page 1750.**

NEW APPROACH TO DISTRIBUTION



Quinton Hazell (Holdings) Ltd. has centralized the storage and distribution of all of its mechanical replacement components for Britain's motor trade factors and the group's own chain of 60 Kerry-Partco outlets. The group has established a 50,000 sq. ft. 'Central Distribution Stores' on a four-acre site at Torrington Avenue, Coventry, which they state is a step in a radical new approach to marketing and distribution in the motor industry. Picture shows the main warehouse.

RAIL COACHES FOR THE CONGO



On board the Elder Dempster cargo liner 'Owerri' are three railway coaches, built by Metropolitan-Cammell Limited of Birmingham. The coaches are being shipped to Matadi in the Democratic Republic of the Congo and are the last of an order of 11 coaches from which a train was formed for the special celebrations to mark the third anniversary of the regime. 'Owerri', sailing in the United Kingdom/West Africa Lines Joint Service, left Liverpool on December 6 and arrived at Matadi on December 26.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the September 13 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 1737 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Middle East tour

MR. A. E. RODGERS, managing director of Space Decks Limited, Chard, Somerset, is visiting the Middle East on a tour of Abu Dhabi, Dubai, Kuwait and the Lebanon with the intention of meeting architects, engineers and clients involved in the building programme which is planned for this particular area. While in Abu Dhabi, Mr. Rodgers will visit some of the sites where the Space Deck space frame system is currently being erected, and which are part of the £9,000 contract landed earlier this year for the steelwork and roof covering of 13 schools and one palace building.

The firm claim that their system occupies the minimum amount of shipping space. Steelwork for the Middle East contract was despatched on seven lorries.

Big increase in Dewar's sales in Japan

MR. ROBERT BROWN, export director of John Dewar and Sons, the Scotch whisky distillers, has just returned to London, after visiting Australia, Japan, Honolulu and Canada. He was particularly impressed by the present level of Dewar's sales throughout Australia and very optimistic concerning the future.

Dewar's is marketed in every country except Albania, Saudi Arabia, Kuwait and the outer Mongolian Republic. More than 90 per cent of its sales are made outside the United Kingdom.

Sales team in Paris

MR. BRIAN NEWMAN, sales manager, Newman Labelling Machines Ltd., which recently celebrated its silver jubilee, headed a team in Paris where the firm exhibited at the British combined stand at the 18e Salon International de l'Emballage. This was only some weeks after the company had scored a success at the Irish Packaging Exhibition in Dublin, where it got away to a flying start by selling a £500 semi-automatic labeller on the first morning of the show.

Spanish sales tour

MR. H. A. ANDERSON, sales director of Pratt Burnerd Limited, International Division, whose direct export figures for last year amounted to some 45 per cent of their output, is making a 10-day tour of Spain and Portugal to try to improve the export figures for the workholding equipment sold by the company. During the 10 days he will be visiting Barcelona, Bilbao, Madrid, Lisbon and Oporto.

Negotiations in United States and Canada

MR. IAN D. BROTHERTON (left), managing director, and Mr. Ronald L. Howard, marketing manager, of S. Davall & Sons Ltd., a company within the Bentima Group, recently returned from a three-week, 20,000 mile tour of the United States and Canada. This visit was the first of a series in a campaign designed to increase Davall's already significant export sales to the North American continent. Highlight of the trip was the making of a contract between Davall and the Genisco Technology Corporation of Compton, California, a company with a $13 million annual turnover in the electronics, instrumentation and avionics fields. Genisco will market in the United States and Canada a variety of products from Davall, including 'Red Egg' wire crash-protected recorders, and their range of magnetic tape recorders. Davall, in turn, will market in the United Kingdom, Genisco's range of magnetic recorders, accelerometers, acceleration switches and other transducers.

Mr. Brotherton will shortly be returning to California with a sales and engineering team to start working closely with Genisco.

Second visit to South America

ON A MONTH'S sales tour of Caribbean and South American markets is Mr. Ralph Gibbs, regional marketing manager of BDH Chemicals Ltd., Poole. He is paying his second visit this year to the area as part of BDH's policy of maintaining close personal links with overseas markets.

During the four weeks tour Mr. Gibbs will visit Jamaica, Peru, Colombia, Venezuela, Guyana and Barbados. In Venezuela, a country to which BDH has exported fine chemicals for many years, he will devote his time to consolidating sales and improving distribution in the area.

'Around the world' sales tour

ON January 12, 1969, Mr. Ken R. Cox, export manager of Lec Refrigeration Limited, leaves England for a six week 'around the world' sales tour. Accompanying him will be one of Lec's senior engineers, Mr. Norman D. Earl. After a week spent at the licensed manufacturing plant in East Africa they will visit Hong Kong, Thailand, Malaysia, Singapore, Australia and Fiji, returning home via the United States and Canada.

In most instances they will be visiting Lec distributors but part of the tour is to investigate sales potential for the company's range of products. With exports making near records this year Lec are keen to consolidate their strong position.

Discussions with South African postal authorities

DR. B. F. WILLETTS, managing director of Plessey Telecommunications Group, recently visited South Africa where he met officials of the South African Post Office for discussions on the future development of the country's telecommunications network. He also visited Plessey South Africa factories in Johannesburg and Cape Town and saw the telephone manufacturers of South Africa (Pty.) Ltd. factory at Springs, Transvaal, where all types of telephone and telecommunications equipment are manufactured for the South African Post Office.

Dr. Willetts was accompanied by Mr. E. Cameron, contract control manager of Plessey Telecommunications Group at Liverpool.

Sales drive in North America

Mr. Keith Douglas

SINCE May of this year, Mr. Robert Morris, who was appointed the first technical representative in North America for GKN Forgings Ltd., and GKN Castings Ltd., has been working in Detroit in association with GKN International. Recently Mr. Keith Douglas, marketing and commercial director of GKN Castings Ltd., spent three weeks in the United States and Canada, to further strengthen Mr. Morris's activities, to meet existing automotive customers, make new contacts, and appoint stockists for GKN Castings.

Mr. Douglas was accompanied by Mr. Derrick Jones, sales director of Kent Alloys Ltd., one of the foundries of the Castings Group, who specialize in cast iron and non-ferrous components of particular interest to the aircraft industry.

Visit to United States industrialists

MR. K. V. CABLE, sales director of the W. and E. Moore Group of Companies, Poplar, London, is in the United States during which time he will visit Boston, New York, Cincinnati and Chicago, to meet industrialists for the purpose of discussing the manufacture under licence of engineering products in the United and the export of steel fabrications and machined parts to America.

Mr. Cable will also meet Canadian industrialists in Toronto.

African and ME tour

EXPORT orders worth more than £100,000 for Royal Sovereign Group companies are the immediate result of a four months tour of 19 African and Middle East countries by Mr. Ernest Ballard, recently appointed overseas sales director of Henry C. Stephens Ltd.

The company is making a massive assault on world markets. Mr. F. B. Ellis, joint managing director, has returned after a two months market survey covering Japan, Hong Kong, Singapore and South Africa; concurrently Mr. John Dyer, a director of a subsidiary company was travelling in Canada, the United States and Australia.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Following a £2 million Korean order from the Hankuk Munhwa Broadcasting Corporation for the supply of one of the largest TV transmission orders ever placed, Mr. Harry McGhee, managing director of Pye TVT, a member of the Pye of Cambridge Group, stated on December 5 that transmission would commence on January 1, 1969. The transmission equipment has just recently left Stansted Airport by charter flight, with two of Pye TVT's engineers who will supervise the installation of the scheme. The engineers are Guy Boxall (left), who earlier this year organized the installation of a transmitter in Bangkok for TVT, and Ian Stevens.

Equipment for Dutch newspaper

The first Continental installation of Cosmocord Limited's new Cosmocolor 5/90 colour reproduction department has been made in a web-offset daily newspaper, the 'Winschoter Courant' at Winschoten in Holland.

Bulk order from Canada

£300,000 worth of orders for electronic measuring instruments were received by the St. Albans firm of Marconi Instruments (an 'English Electric' company), and its Sanders Division at Stevenage, recently. Sales included a bulk order from Canada for signal generators worth £125,349. The firm's export target has already been passed, with sales overseas 60 per cent higher than at the same time last year.

More 'Hoverhawks' sold

Hover-air Limited which produces and markets the small British hovercraft, the 'Hoverhawk', has sold the craft to Sarawak, America, Holland, Sweden, Mexico, South Africa, Zambia, Kenya, Australia and East Germany. They have now sold one each to Portugal and Malawi.

Container cranes for United States

Herbert Morris Limited of Loughborough have won a £1 million order for the supply and installation of three giant ship-to-shore container handling goliath cranes at New Jersey, United States. The order marks a breakthrough into the American container field for Morris.

Pump motors for South Africa

A £72,500 order has been obtained by Mather & Platt Ltd., Manchester, from a Swiss firm for six motors to drive boiler feed pumps being installed at the Arnot Power Station, Transvaal, South Africa.

Weighing systems for Poland

Elliott-Automation has secured a further £33,000 order to supply electronic weighing equipment to Poland. The Polish state trading organization, Metronex, has ordered three systems for a new copper smelter being built in the west of the country.

£8,500 Polish order

GEC (Process Engineering) Ltd. has received a £8,500 order for vibrating feeders from the Polish trade organization, Metronex of Warsaw.

Cockpit simulator for United States

Hawker Siddeley Dynamics has received a $500,000 order from Pan American World Airways for a 747 Superjet cockpit systems simulator. To be used in crew training, the unit will be delivered to Pan Am's Flight Training Centre at John F. Kennedy International Airport, New York, in the autumn of 1969.

Month's exports total £780,000

Export orders received by Centrax Gears Ltd., Newton Abbot, Devon for the month of October totalled £780,000. These were mainly for specialized axles for industrial trucks, etc.

East Africa and Pakistan orders

Howell & Co. Ltd., a TI company of Wincobank, Sheffield, has won two orders from Pakistan and East Africa for over 300 tons of cold drawn seamless steel tube for use in locomotive boiler, flue and arch assemblies. The contracts were obtained against competition from Sweden, Italy, Japan, France and the United States.

Orders from India

Darlington & Simpson Rolling Mills Ltd., Darlington, Co. Durham, have obtained a £204,000 order from India for hot rolled special sections. The total value of business received from India during this year amounts to over £500,000.

Export record

Export figures by Blundell-Permoglaze Limited, paint manufacturers, for the month of October showed a record total of over 75,000 gallons shipped to 40 countries. These did not include India and Australia where Blundell-Permoglaze has its own subsidiary manufacturing companies.

This more than doubles their export figures for the same month last year and contributes to the 17 per cent total increase in their exports of decorative, industrial and transport finishes for the year.

£250,000 contract

Elliott-Automation has won its first contract to supply power station instrumentation for use on the American continent. Against intense international competition – particularly from Germany and the United States – the company's Power Generation Division has been awarded a £250,000 contract to provide control panels and instrumentation for two Mexican power stations, at Salamanca and in the Valle de Mexico.

Malaysian steelwork contract

A contract for the design and fabrication of 80 tons of structural steelwork, together with the supply of a 20 ton overhead crane and all cladding and rainwater goods for Batu Sapi Power Station in East Malaysia has been announced by The Skeleton Steel Co. Ltd. of Stratford-upon-Avon.

Radar for United States Coast Guard

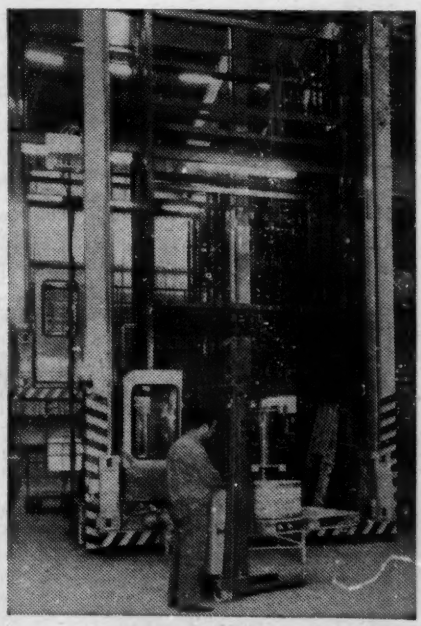
Decca has been awarded a contract by the United States Coast Guard for the retrofit installation of river radars in 25 push tow boats operating on the Mississippi and its tributaries and based in St. Louis, Missouri.

Excavators for Sudan

Hydraulic Machinery (Great Britain) Limited, a member of the Powell Duffryn Group, have despatched the first shipment of four HY-MAC 580B all hydraulic excavators to the Public Agricultural Production Corporation of Khartoum, Sudan.

Pumps for Brunei

Allen Gwynnes Pumps, Bedford, a subsidiary of Amalgamated Power Engineering Ltd, has been awarded a £90,000 contract to supply 16 pumping sets for the Brunei Town sewerage scheme in south-east Asia. London consulting engineers, Binnie & Partners, are acting on behalf of the Crown Agents for Overseas Governments and Administrations who placed the order and Mitsui Construction Company Ltd, Japan, are the main contractors.



A big new central storehouse has been designed, built and equipped by two British firms for the European Organization for Nuclear Research (CERN) at Meyrin, near Geneva. The structural steel building itself was supplied and erected by Conder (Southern) Ltd. of Winchester, acting for Dexion Ltd. of Wembley. Conder produced a design for a portal frame building to meet Dexion's plans; this included provision for two one-ton electrically-operated stacker cranes, seen in the picture.

(Continued on next page)

Electric cables for North America

Exports by AEI Cables Ltd. have included in the past 12 months orders to the value of £100,000 in the United States and £170,000 in Canada.

Fourth order in six months

A £230,000 order from the Electricity Supply Commission of South Africa has brought the total value of transformer orders received this year by Hawker Siddeley Electric Export Ltd. to nearly £2 million. The latest order – for two 250 MVA transformers – is the fourth received from South Africa in six months. Other contracts this year have come from Singapore, Australia and Canada.

Increased business

James Carr & Sons Limited the Manchester manufacturers of narrow woven tapes and webbings, have announced record export orders for the Terylene venetian blind tapes and curtain tapes. Orders for these, received within two weeks, from EEC and EFTA Countries, totalled in excess of £25,000. This company has increased its export business by 50 per cent over the past 10 months.

Grinding mill for Poland

Ashmore, Benson, Pease & Company Limited, Stockton-on-Tees, a member of the Davy-Ashmore Group, has received an order from Polimex of Warsaw, the Polish Export and Import Company for Machines Ltd., for a 17 ft. diameter Aerofall crushing and grinding mill. The value of the contract is approximately £170,000. Earlier this year, Ashmores won a contract for an Aerofall mill, to grind copper ores, in Mauritania, and last year supplied two Aerofall mills to Canada.

Evaporators for Japan

Marston Excelsior Ltd., Wolverhampton, a subsidiary of Imperial Metal Industries Ltd., are supplying the Tokyo Gas Company, with four evaporators for their gas terminal at Negishi, Yokohama.

VHF/UHF calibrators for Chicago

Racal Instruments Ltd. have negotiated a £172,000 contract for VHF/UHF calibrators with Motorola Inc. of Chicago. Negotiation for this contract began at the IEA exhibition in May, after a sales tour of America by Racal's marketing director, Mr. Roy Roper, during which he visited every major manufacturer of radio-telephones.

Broadcast centre for Gambia

The Government of The Gambia has recently awarded a contract for the equipping of a new sound broadcasting centre to Pye TVT Limited of Cambridge. The new centre will be built a few miles from Bathurst.

Marking equipment for USSR

The new Volga Car Plant being set up in Togliattigrad USSR by the Italian Fiat Car Company has ordered its electro-chemical marking equipment from Lectroetch (Great Britain) Ltd., Feltham, Middlesex. The equipment will be delivered by the end of the year and will be used for the marking of engine, chassis and similar components on the vehicles produced.

Swedish order

The Bronx Engineering Co. Ltd., of Lye, has been awarded a £153,000 order by Ahlsel and Aagren of Sweden, for high-speed coil cut-up and slitting lines for two steel service centres, one in Sweden and the other in Norway.

Paperware to Finland

Cross Paperware Ltd., of Dunstable, Beds., is to supply 300,000 custom-styled paper coasters for use in the main Pannonia Airport's Hotel and lounges in Finland.

Computer to control Lisbon traffic

The city of Lisbon is to have a £1 million computer-based traffic system to control over 130 road junctions along 15 main routes through the city. The system, which will incorporate an Elliott Automation 900 Series computer, will also control traffic in the old Biaxa shopping area and in two large suburban districts. It is claimed to be the most comprehensive computer-controlled traffic system in Europe and will cover over 200 intersections when complete early in 1971.

£50,000 South African order

Tube Products Ltd. of Oldbury, Worcestershire, has won its first order for Tru-Wel heater element tube from the Durban Falkirk Iron Co. Ltd., Natal, South Africa. Valued at nearly £50,000, the contract was achieved as a result of negotiations carried out through TI (Export) Ltd., Birmingham, and TI South Africa (Pty) Ltd., of Johannesburg, South Africa.

Increased orders in November

Dynamco Limited, Chertsey, announce that orders for November totalled more than £250,000 of which over 60 per cent was exported. This included orders from America, for 330 Dynamco 71 Series Oscilliscopes, the company's first success in selling this type of product in the United States.

Overseas agents

Ken Yarker Limited of Leamington Spa have announced that in the last three months, agents have been appointed in France, Belgium, Holland, Italy, Finland, Denmark, South Africa, Australia, New Zealand, Hong Kong, Canada and the United States for the Kenny angle and radius grinding wheel dresser.

Computers for Germany

Two more Scottish-built Honeywell 200 computer systems, together valued at £250,000, have been installed in Germany. The first was delivered to the Hamburg-based advertising statistics firm, Schmidt and Pohlmann, and the second is now in operation at the 'Buchungsgemeinschaft' at Bad Nenndorf, which is the data centre for nine provincial savings banks.

Russian contract

A £600,000 contract for the Glacier Metal Company Ltd., to supply plant and equipment to the Soviet Union has been signed in London between Stankoimport and Associated Engineering (Export Services) Ltd. This additional contact brings the total value of orders received by Glacier from the USSR during the past month to just over £4 million. The financing of the new contract will be through the medium of a financial agreement between Kleinwort Benson Ltd. and the Bank for Foreign Trade of the USSR backed by arrangements with ECGD facilities.

Metallizing plant for Poland

Following a recent sales drive in Eastern Europe by executives of Vacuum Engineering (Scotland) Ltd., Motherwell House, Motherwell, Lanarkshire, Scotland, the company has received its first order for its redesigned twin 36 in. vacuum metallizing plant from a bicycle manufacturing firm in Poland. The order for plant and ancillary equipment is worth £14,000.

The first part of an export order from the United States for one million British-made vacuum flask refills, being loaded at the Brentwood factory of Thermos Limited. The 40 ft.-long container, which holds 33,000 refills of borosilicate glass, was shipped from Tilbury on December 3. A similar shipment is scheduled to take place each week for the next 30 weeks. Thermos Limited are now exporting to 173 countries throughout the world.

The handing over of the first of a new order of Commer 7-tonners marked the association of 40 years between South African Railways and Rootes Motors Ltd. The handing over photograph shows (left) Mr. W. A. Huxtable, marketing director of Stanley Motors; (centre) Mr. A. J. Kruger, general manager of South African Railways; and (right) Mr. R. H. Tarpey, deputy general manager of South African Railways.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition, restrictive trading agreements and domination of markets

THE *Journal Officiel des Communautés Européennes* No. L276 dated November 14, 1968, contains the texts of the following EEC Commission decisions on four applications submitted to it for clearance of agreements. Notices about these applications appeared in the *Board of Trade Journal* as indicated below.

Decision 68/374/CEE on the agreement between the 'Federation Belge des Producteurs d'Azote' [Belgian Federation of Nitrogen Producers] of Brussels, the co-operative society 'Comptair Belge de L'Azote' (Gobelaz) of Brussels and six members (reference IV/565). (See *Board of Trade Journal* dated June 16, 1967, page 1579).

Decision 68/375/CEE on the agreement between co-operative society 'Comptoir Belge de L'Azote' (Gobelaz) [Belgian Nitrogen Agency] and 18 undertakings, all of which have their registered office in Brussels (reference IV/507). (See *Board of Trade Journal* dated June 16, 1967, page 1579).

Decision 68/376/CEE on the agreement between Johs. Rieckermann K. G. of Hamburg and AEG-Elotherm G.m.b.H. (reference No. IV/23077). (See *Board of Trade Journal* dated July 7, 1967, page 61).

Decision 68/377/CEE on the sales agreement between the French society 'Comptoir Français de L'Azote' (CFA) and 28 undertakings, all of which have their registered office in France (reference No. IV/666). (See *Board of Trade Journal* dated October 20, 1967).

The French texts of both the Decisions and applications referred to above, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Decisions will be published in the *Board of Trade Journal*.

Harmonization of legislation—proposed directives and decisions

THE DRAFT TEXTS of a number of proposed directives and decisions which have been submitted to the Council of the EEC for approval, have been published in the *Journal Officiel des Communautés Européennes*. If approved, these will affect the following sectors in the EEC.

The draft texts, in French, of these proposed decisions and directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757). It should be noted that the texts of these proposed decisions and directives when finally approved, may differ from the draft texts referred to below.

MOTOR VEHICLES

1. Proposed directive for the harmonization of member states' legislation concerning certain items of equipment and characteristics of motor vehicles (driving mirrors, windscreen wipers and washer, fields of vision) (*Journal Officiel* No. C123 dated November 26, 1968).
2. Proposed directive for the harmonization of member states' legislation concerning the lighting and signalling equipment on trailers (*Journal Officiel* No. C123 dated November 26, 1968).
3. Proposed directive for the harmonization of member states' legislation concerning motor vehicle horns (*Journal Officiel* No. C123 dated November 26, 1968).
4. Proposed directive for the harmonization of member states' legislation affecting acceptance of motor vehicles and their trailers (*Journal Officiel* No. C125 dated November 28, 1968).
5. Proposed directive for the harmonization of member states' legislation concerning the lighting and signalling equipment of motor vehicles and their trailers (*Journal Officiel* No. C125 dated November 28, 1968).
6. Proposed directive for the harmonization of member states' legislation relating to permissible noise levels and motor vehicles exhaust assemblies (*Journal Officiel* No. C125 dated November 28, 1968).
7. Proposed directive for the harmonization of member states' legislation concerning certain items of equipment of motor vehicle and trailers (fuel tanks and rear bumpers) (*Journal Officiel* No. C125 dated November 28, 1968).

AGRICULTURAL TRACTORS AND MACHINERY

1. Proposed directive for the harmonization of member states' legislation affecting acceptance of wheeled agricultural tractors (*Journal Officiel* No. C125 dated November 28, 1968).
2. Proposed directive for the harmonization of member states' legislation concerning certain characteristics and equipment of wheeled agricultural tractors (permissible total loaded weight, towing weight, steering, windscreen wipers, etc.) (*Journal Officiel* No. C125 dated November 28, 1968).

PIPELINES

Proposed directive for the harmonization of member states' legislation concerning the technical safety measures for the construction and operation of oil pipelines (*Journal Officiel* No. C123 dated November 26, 1968).

(*Continued on next page*)

CLASSIFICATION, PACKING AND LABELLING OF DANGEROUS SUBSTANCES

Proposed directive modifying Directive No. 67/548/CEE concerning the harmonization of member states' laws covering the classification, packing and labelling of dangerous substances. Details of Directive No. 67/548/CEE were published in the *Board of Trade Journal* dated September 8, 1967 (page 604-605). The proposed amendments will affect the section of Annex 1 to this Directive concerned with oxygen (*Journal Officiel* No. C123 dated November 26, 1968).

TRANSPORT

1. Proposed decision modifying Decision 65/270/CEE for the implementation of Article 4 of Decision 64/389 which relates to the organization of a survey of infrastructure costs for transport by rail, road and inland waterways (*Journal Officiel* No. C123 dated November 26, 1968).
2. Proposed decision relating to the adaptation of bilateral quotas and the number of transit licences for the transport of goods by road between the member states' (*Journal Officiel* No. C123 dated November 26, 1968).

MARKETING OF SYLVICULTURAL PROPAGATION MATERIAL

Proposed directive to modify Directive No. 66/404/CEE on the marketing of sylvicultural propagation material (*Journal Officiel* No. C123 dated November 26, 1968).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1975/68 concerns tendering for the disposal of butter held in stock by the French intervention organization (*Journal Officiel* No. L294 dated December 6, 1968).

Regulation (CEE) No. 1104/68. A correction to this Regulation which fixes the compensatory amounts applicable to trade in certain milk products during the 1968/1969 marketing year appears in *Journal Officiel* No. L298 dated December 12, 1968.

PIGMEAT

Regulation (CEE) No. 2001/68 concerns the sale of certain products in the pigmeat sector which have been the subject of intervention measures (*Journal Officiel* No. L297 dated December 11, 1968).

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 1974/68 completes Regulation No. 473/67 concerning import and export certificates in the cereals and rice sectors (*Journal Officiel* No. L294 dated December 6, 1968).

Regulation (CEE) No. 2034/68 completes Regulation No. 633/67/CEE relating to the pre-fixing of the export restitution for cereals (*Journal Officiel* No. L300 dated December 14, 1968).

SUGAR

Proposed Regulation to modify **Regulation No. 1009/67/CEE** which is the basic Regulation setting up the common organization of the market for sugar (*Journal Officiel* No. C123 dated November 26, 1968).

OILS, OILSEEDS, FATS

Regulation (CEE) No. 1988/68 reduces the compensatory amount to be charged on imports of sunflower oil originating in or coming from Bulgaria, Hungary, Rumania, the USSR and Yugoslavia (*Journal Officiel* No. L296 dated December 10, 1968).

Regulation (CEE) No. 1990/68 fixes the monthly increases for the market target price, the intervention price and threshold price for olive oil, during the 1968/1969 marketing season (*Journal Officiel* No. L297 dated December 11, 1968).

Regulation (CEE) No. 2009/68 establishes the conditions for tendering for the sale of sunflower seed held by the French intervention organization (*Journal Officiel* No. L298 dated December 12, 1968).

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NORWAY

Tariff changes

THE NORWEGIAN authorities have recently announced the following changes in the basic tariff which are effective from January 1, 1969.

Tariff No.	Commodity	Present rate of duty	Rate of duty from January 1, 1969
ex 08.05	Nuts other than hazel nuts, almonds, walnuts, pecan nuts, chestnuts and mixtures of nuts, fresh or dried, shelled or not	1·28 kr. per kilogram	0·28 kr. per kilogram
ex 11.08*	Maize starch for the production of biscuits	0·64 kroner per kg.	Free
ex 32.07*	Soot paste	0·16 kroner per kg.	Free
ex 33.01	Peppermint oil	6·40 kroner per kg.	Free
ex 35.01*	Acid casein	1·50 kroner per kg.	Free
ex 43.02	Plates and bodies of pieces or cuttings	100 kroner per kg.	22·40 kroner per kg.
ex 48.21*	Ridge of roof pans of asphalt paperboard	2·24 kroner per kg.	0·03 kroner per kg.
ex 59.03*	Insulating bonded fibre fabrics for winding round transformers for electric welding	16%	Free
ex 59.03*	Bonded fibre fabrics for the manufacture of tubeless tyres	16%	Free
ex 84.06*	Auto-cycle and motorcycle engines (100-125 ccm.)	16%	Free
ex 84.60*	Moulds for moulding plastic materials into parts for electric installation material	16%	Free
ex 85.15*	Television cameras and television reception apparatus for use in connection with X-ray apparatus	6·6% —23·8%	Free
ex 85.20*	Electrodes with fuse for electric lamps	3·60 kroner per kg.	Free
ex 86.07*	Rail-bound wagons ('Saltzgitter Bunkerzug')	19·2%	Free
ex 86.09*	Automatic coupling devices for ore wagons	16%	Free
ex 87.08	Tanks and other armoured motorized fighting vehicles, whether or not fitted with weapons	16%	Free
ex 87.12*	Coaster brake hubs with gear for bicycles	2 kroner per kg.	Free
ex 89.05	Life-rafts for fabrics coated with plastic materials	16%	Free

* Temporary suspension by administrative authority.

Inquiries about these changes should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459, 461).

SPAIN

Reduced duty import quota

IN THE STATE *Gazette* of December 4, the Spanish authorities announced that the 2 per cent duty quota for the import of 15,000 metric tons of tinplate (Tariff heading 73.13-B.3.b 'of a thickness of 0.5 mm. or more and of less than 0.5 mm.') which was established on August 17, has been extended until December 31,

IRISH REPUBLIC

Import duties on crown corks and artificial plastic footballs

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (No. 177) (Crown Corks and Artificial Plastic Footballs) Order, 1968 under the Imposition of Duties Act 1957 and the Finance Act, 1962 which provides, with effect from December 10, 1968, for the imposition of duties on crown corks at tariff heading 83.13(A1) and an increase in the duty on certain plastic footballs at tariff heading 97.06 (A1) *from sources other than the United Kingdom*. The revised tariff headings now read as follows:

Tariff Heading 83.13 (A 1):

Description	Rates of duty				
	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
Crown corks, other than those to which sub-heading (A) of this heading applies . .	16%	16%	16%	Nil	Nil

Tariff Heading 97.06 (A 1):

Description	Rates of Duty				
	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
Footballs of artificial plastic material	48%	44%	44%	5·6%	4·8%

Import duty on coated copy-making film

THE GOVERNMENT of the Irish Republic have made an Order, entitled the Imposition of Duties (No. 176) (Coated Copy-Making Film) Order, 1968 under the Imposition of Duties Act, 1957 and the Finance Act, 1962, which provides for the imposition of duties, with effect from December 10, 1968 on coated copy-making film at tariff headings 39.01(E)(2), 39.02(G)(3), 39.03(B)(5)(b), 39.04(C), 39.05(C), 39.06(C) and 39.07(W). The tariff now reads as follows:

At Tariff Headings 39.01 (E) (2) and 39.02 (G) (3):

Description	Rates of Duty				
	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
Other (a) Coated copy-making film . (b) Other	40% Free	40% Free	40% Free	14% Free	12% Free

At Tariff Heading 39.03 (B) (5) (b):

Description	Rates of Duty				
	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
Other: (i) Coated copy-making film . (ii) Other	40% Free	40% Free	40% Free	14% Free	12% Free

At Tariff Headings 39.04 (C), 39.05 (C), 39.06 (C) and 39.07 (W):

Description	Rates of Duty				
	Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
Other: (1) Coated copy-making film. (2) Other	40% Free	40% Free	40% Free	14% Free	12% Free

Inquiries relating to these notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

GREECE

Changes in rates of duty

THE GREEK COUNCIL of Ministers has published Emergency Law 500, which includes certain changes in duty within the Greek tariff.

1. The following chemicals, when imported in bulk in tankers, tank wagons and other vehicles shall henceforce be liable to the following duties which represent an increase of 11 per cent on the present duties for these commodities:

Tariff heading	Commodity	General duty in metal drachma
29.01 A	Benzene for motor fuel, and other uses	133·2
29.04 A	Methyl alcohol	133·2
29.04 E	Other acyclic alcohols and derivatives thereof for use in perfumery	111
29.05 A	Cyclohexanols (methyl- and dimethylcyclohexanols) . .	111
29.13 A	Acetone	22·2

2. Cylinders, bobbins, spindles and spools, of metal plastic or any other material, on which yarns of any kind are wound, when imported by textile factories or workshops may be released on franchise, on deposit of a guarantee that they will be re-exported within one year.

If eventually cleared through the customs, these articles shall be liable to duty of 10 per cent *ad valorem*.

3. The following reductions in duty, which have been incorporated into the framework of the GATT are to have effect from July 1, 1968 until December 31, 1970 in the case of 73.13 D and E, and until April 30, 1970 in the case of 84.22 B:

Tariff heading	Commodity	*Ad valorem* duty	Minimum specific duty
73.13 D 2	Sheets and plates of iron or steel, hot rolled or cold-rolled and clad with tin .	15% or	650 paper drachma per ton
73.13 E Note	Cold-rolled sheets and plates of natural colour, of a thickness of up to 4·5 mm., suitable for stamping, imported directly by recognized manufacturers . .	15% or	650 paper drachma per ton
		Conventional duty	
84.22 B	Cranes, transporter cranes, teleferics and other lifting, handling and loading or unloading machinery, etc. . . .	18·6% *ad valorem*	

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

Advance deposits on imports

IT WAS ANNOUNCED by the Greek Foreign Trade Board at the end of November that advance deposits for goods classified under Import Lists F 50/3 and F 100/3 have been reduced by 10 per cent.

This will have effect from November 1, 1968.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

REPUBLIC OF SOUTH AFRICA

Customs tariff amendments

NOTICES published in the *Government Gazette Extraordinary* No. 2228 of December 6, amend the customs tariff as follows:

Notice No. R.2230: whereby specific provision, free of duty, is made for ethoxyquinoline.

(*Continued on next page*)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

SOUTH AFRICA, *continued*

Notice No. R.2231: whereby the duty on tetracyclines and their salts, esters and derivatives and on medicaments containing tetracyclines or their salts, esters or derivatives as active ingredient, is amended to the following extent:

5400c. per kg less the f.o.b. price and in addition 1000c. per kg for tetracyclines and their salts, esters and derivatives;

750c. per 1000 for pills, tablets and capsules, containing tetracyclines or their salts, esters or derivatives as active ingredient; and 20 per cent for other pills, tablets, etc. containing tetracyclines or their salts, esters or derivatives as active ingredient.

Notice No. R.2232: (1) The provisions for tissue paper are amended to the extent indicated.

(2) The duty on kraft paper and paperboard and imitation kraft and semi-chemical paper and paperboard, with a basis weight per sq.m. of less than 35 grm., is increased from free to 15 per cent.

(3) The duty on toilet paper is increased from 15 per cent (General) and 7½ per cent (M.F.N.) to 20 per cent.

Notice No. R.2233: whereby the duty on certain filament lamps is increased to the extent indicated.

Notice No. R.2234: whereby a specific provision, free of duty, is made for electric vibrators activated by out of balance weights at both ends or with off-centre mounted discs.

Notice No. R.2235: whereby provision is made for an ordinary anti-dumping duty on pressure-sensitive polyvinyl chloride strip and regenerated cellulose tape, transparent or coloured and on pressure-sensitive adhesive paper, including masking tape, if imported from or originating in Japan. The said anti-dumping duty is also applicable to such goods entered under the provisions of item 401 of Schedule No. 4.

Notice No. R.2236: (1) Provision is made for a rebate of the full duty on alkyl polyglycol ether, for the manufacture of synthetic resins and artificial plastics.

(2) Provision is made for a rebate of the full duty on yarn of polyamide fibres (continuous) of 210 denier and with a tenacity of 6 grm. per denier or more, for the manufacture of woven fabrics.

(3) Provision is made for a rebate of the full duty on hydrofluoride in aqueous solutions of a strength not exceeding 85 per cent, by weight, for the manufacture of base metals.

(4) Provision is made for a rebate of the full duty on mounted electric contact points of tungsten, for the manufacture of voltage regulators for motor vehicles.

Notice No. R.2237: (1) The scope of the heading to item 315.02 is extended to cover metal tubes and provision is made for a rebate of the full duty on stainless steel in rolls, for the manufacture of pipes and tubes.

(2) Provision is made for a rebate of the full duty on stainless steel, of a thickness not exceeding 0.91 mm., for the manufacture of holloware for kitchen or table use.

(3) Provision is made for a rebate of the full duty on hoop and strip, of stainless steel, of a thickness not exceeding 0.91 mm., for the manufacture of windscreen wipers.

Notice No. R.2238: Provision is made for a rebate of the full duty on castor oil, in such quantities and at such times as the Secretary for Industries may allow by specific permit.

Notice No. R.2239: Provision is made for a drawback of the full duty less 7½ per cent on tissue paper, with a basic weight per sq. m. of less than 35 grm., used as packing for fruit which is exported from the Republic.

Notice No. R.2240: (1) Provision is made for a drawback of the full duty on ethylene polymers and copolymers, liquid or pasty and in blocks, lumps, powders and similar bulk forms, with a specific gravity not exceeding 0.940, used in the manufacture of bags of artificial plastic material which are exported from the Republic.

(2) Provision is made for a drawback of the full duty on stainless steel, used in the manufacture of sinks which are exported from the Republic.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

Inquiry into the chemical industry

THE BOARD OF TRADE and Industries have announced the terms of reference of an inquiry into the chemical industry in South Africa, which will broadly include petroleum-based and coal-based petrochemicals (including synthetic rubber and other synthetic materials); mineral-based chemicals (e.g. chlorine and caustic soda); fertilizers (e.g. nitric acid and ammonia); and explosives.

If any United Kingdom trade association wishes to forward representations or make its views known, it should advise the Secretary, Board of Trade and Industries, Private Bag 342, Pretoria, of its intention to do so within six weeks of the date of publication, which was November 29.

Further information may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

SINGAPORE

Import control (1)

THE SINGAPORE GOVERNMENT *Gazette* dated December 4, 1968 publishes the Prohibition of Imports (General Licence) (Amendment No. 20) Notification, 1968 which amends the First Schedule to the Prohibition of Imports (General Licence) Notificaton, 1965, by deleting the following items:

'30 Under-garments of cotton not elastic nor rubberized, knitted or crocheted.

31 Under-garments, not elastic nor rubberized except of cotton, knitted or crocheted.'

The effect of this amendment is that a specific licence is no longer required for the above-mentioned items.

Singapore Notice to Traders No. 28 of 1968 also mentions that the goods shown above are now no longer subject to quota restrictions.

Import control (2)

THE SINGAPORE GOVERNMENT *Gazette* dated December 11, 1968 publishes the Prohibition of Imports (General Licence) (Amendment No. 21) Notification, 1968 which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965 by deleting the following items:

'61 Printing ink and ink for duplicating machines
90 Margarine
98 Office machine ribbons
102 Sewing machines
105 Sensitized photographic paper.'

The effect of this amendment is that a specific licence is no longer required for the above-mentioned items.

Singapore Notice to Traders No. 29 of 1968, announcing this amendment, adds that items 90, 98, 102 and 105 are also removed from quantitative restrictions.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: Printing rollers of metal, covered or faced with rubber or polyurethane, when imported as parts of printing machines (Tariff Item Ex 84.35.01); Textile measuring machines (Tariff Item Ex 90.16.09).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff item	Goods	Unit	British Preferential	Most Favoured Nation	General
Ex 84.35.01	Printing rollers of metal, etc.	Cwt.	Free	15%	25%
Ex 90.16.09	Textile measuring machines	Cwt.	Free	20%	25%

The Emergency Protection Authority is required to report to the Minister by January 9, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 24548/G.

(*Continued on page* 1763)

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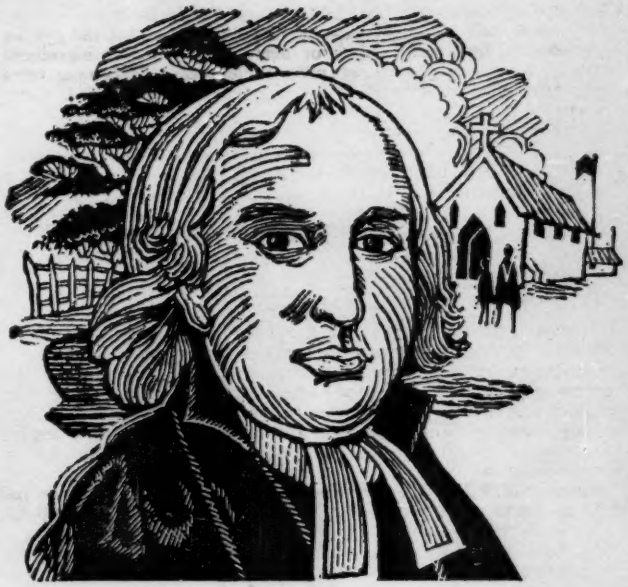

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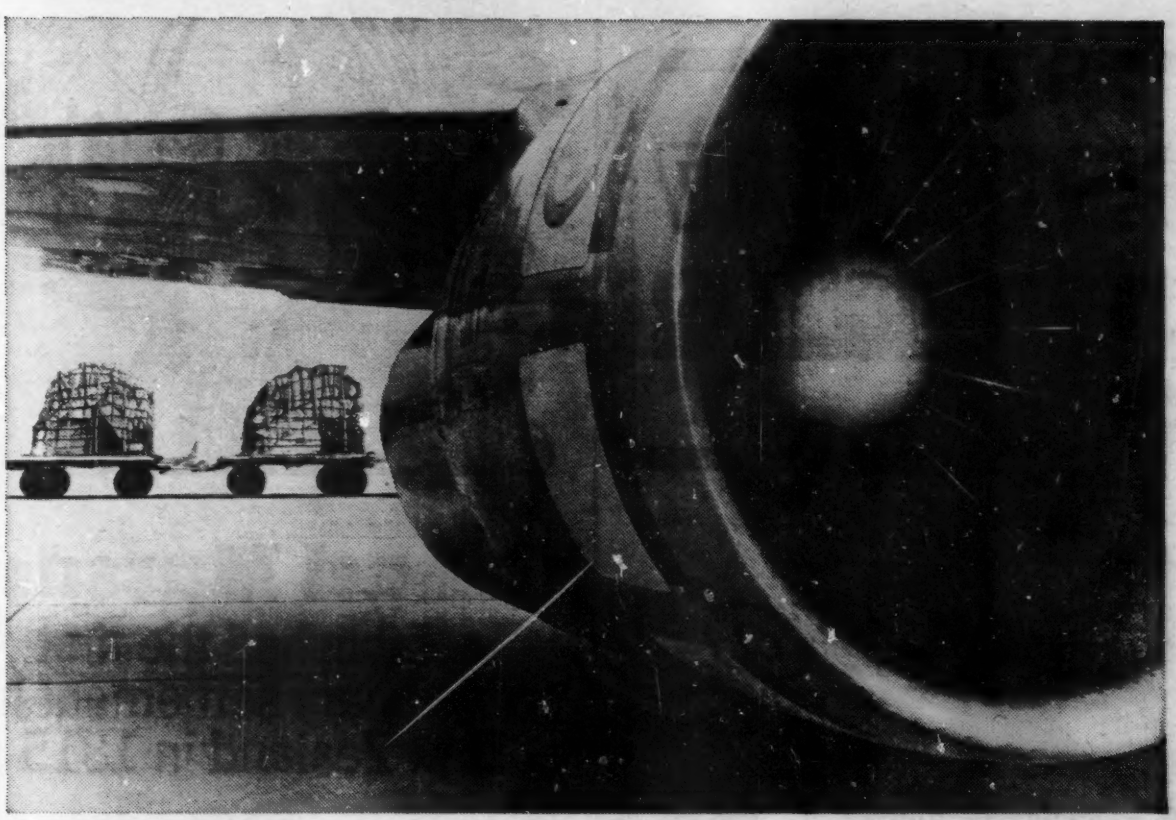

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BRAZIL

Increased protection for Brazilian steel products

HM EMBASSY at Rio de Janeiro report that the Foreign Trade Department of the Bank of Brazil (CACEX) are applying an 'external price' system when considering import licence requests for steel products; this in effect amounts to an import surcharge. Duty is charged on a set of f.o.b. prices laid down by CACEX, plus the cost of shipping, insurance, etc.; this surcharge increases the duty on imported products and brings the final price level with Brazilian internal prices.

Present information indicates that the new system applies to certain sub-headings of Chapter 73 of the Brazilian tariff.

A list of f.o.b. prices for various types of steel affected may be inspected at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the addition of the following item:

> '164. Pipe and pipe fittings of all descriptions (NO[29]), but excluding those of glass, copper, brass, lead, nickel, chrome and stainless steel.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Electric induction iron melting and/or holding furnaces, with capacities up to and including 90 tons, and

Of a 'kind made in Canada':

Potassium tetraborate.

(Both rulings effective January 10, 1969).

The above information is contained in Canadian Department of National Revenue Memorandum D51-11-1 and Memorandum D51-33-1 dated December 10, 1968.

UNITED STATES

National Commission on Product Safety

THE *Board of Trade Journal* of December 6 gave notice of a public hearing in connection with the United States National Commission on Product Safety.

The Commission has now announced details of a further public hearing to be held on January 14, 1969 on Room 1202, New Senate Office Building, Washington DC, to discuss the safety hazards of architectural glass, covering such aspects as the extent of use of safety glass in doors, windows and wall panels and the liability of manufacturers, architects and builders for injuries caused by glass used in homes and the effect of such civil liability in promoting safety.

Interested persons are invited to attend and participate either by presenting oral testimony or by submitting written statements. Written statements and requests to present oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016, 16th Street N.W., Washington DC 20036 by Jannary 7, 1969.

Further details of the hearing may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards: consumer information

THE *Board of Trade Journal of* October 18 gave advance notice of the United States Federal Highway Administration's proposals for rulemaking under the National Traffic and Motor Vehicle Safety Act of 1966 which would require manufacturers of passenger cars, multi-purpose passenger vehicles, trucks, buses, trailers and motor cycles manufactured after August 1, 1969 to provide consumers with information on such subjects as braking and tyre performance, lateral intrusion protection of passenger compartments, driver's field of vision, acceleration and passing ability, steering ratio, and flammability of materials in vehicle interors.

After reviewing the comments received on its advance proposals, the Federal Highway Administration has now issued revised proposed regulations and has invited further comments from interested parties up to January 8, 1969. Two items included in the advance notice – headlamp illumination and glare and the performance of passenger cars and multi-purpose passenger vehicles when towing trailers, have not been included in the revised proposals. Manufacturers whose total motor vehicle production does not exceed 500 annually are exempt from the requirements of one of the information items and partially exempt from several others.

Further details of these proposals may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

BRITISH GOVERNMENT CONTRACTORS

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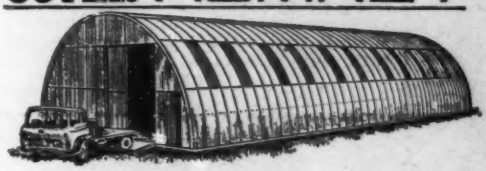

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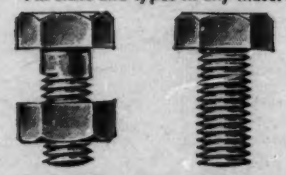

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Nationality of vessels in UK sea-borne trade (A)	This week
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	6 Dec. 1968
Retail (M)	6 Dec. 1968
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	20 Dec. 1968
Cotton production (M)	20 Dec. 1968
Wholesale houses sales (M)	13 Dec. 1968
Wool exports (Q)	22 Nov. 1968
Wool output (M)	20 Dec. 1968
Tourism:	
International tourism (A)	4 Oct. 1968
UK tourist traffic (M)	29 Nov. 1968
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	13 Dec. 1968

Board of Trade Departments, etc. Subject	Last published
Board of Trade addresses	13 Dec. 1968
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	6 Dec. 1968
Half-yearly index – Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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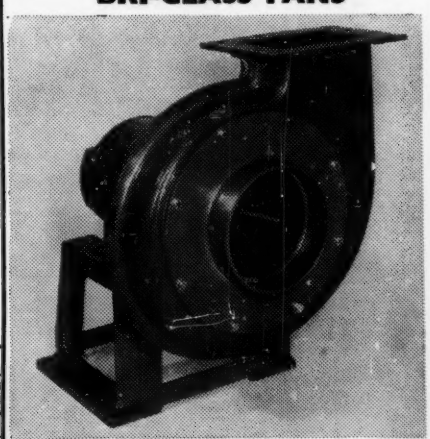

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Flop, flop... whoosh!

Two early export setbacks didn't deter this Hertfordshire company. How and why their third export effort is hitting the jackpot is explained by Frank K (right), assistant managing director and export director.

Interviewer: You got off to a poor start overseas?

Frank K: Absolutely disastrous. From our first efforts I think we had two orders for which we were never paid. Our second did nothing but fill a lot of wastepaper baskets with our brochures.

How did you get on the right lines?

Frank K: We started again – at the grass roots. Our main products are specialised chemical additives for the construction industry – cement waterproofers and hardeners and so on. You have to look at each problem from the overseas customer's angle, and modify your product and your approach to meet local requirements.

Sounds good, but how do you do this in practice?

Frank K: We select our markets. Appoint *good* distributors. Their salesmen come over here to our factory for training. Then we know that all our selling efforts will be followed-up with demonstrations and on-site service.

And now it's whoosh! You're really going well?

Frank K: We've built up from a few thousand overseas in 1961 to a really substantial export turnover, and it's growing year by year.

Has ECGD helped?

Frank K: We wouldn't have started exporting again without ECGD backing. You can't begin to expand if you have worries about whether your customer will pay. It's not an overstatement to say that ECGD is the sheet-anchor of our export division.

You've seen the cost go down, too?

Frank K: Premiums have dropped over the years, yes. I think the cost is very reasonable because ECGD gives you so much. Especially when you're selling in a lot of markets.

Which are your best export markets?

Frank K: Oddly enough, those where the competition is toughest. Ours are sophisticated products. Our best potential is in countries which have an advanced construction industry and where we can find the best type of distributor. Countries like Sweden and Japan we're doing well in, and we're planning to get into North America.

You're obviously keen on exporting. What's the incentive?

Frank K: The future profitability of the company. We've had no price increase in our general division for 35 years. We have to increase turnover if we're to increase profits, and we see most of the future expansion of our business in exports. The world's a much bigger market than Britain, and we've hardly scratched the surface yet.

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